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University of North Carolina
Chapel Hill, N. C.

VOL. IX No. 1

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THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

SEPTEMBER, 1927

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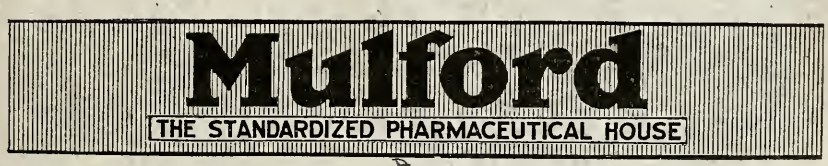
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PHILADELPHIA

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

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The 1928 meeting of the North Carolina Pharmaceutical Association will be held at Morehead City.

The fall examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill in November, 1927.



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LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Pharmacy Laws of North Carolina Abridged and Classified

Note: Following is an abridged compilation of the Pharmacy Laws of North Carolina with all amendments thereto to date, classified so as to enable one to find readily any provision of the law desired. The compilation includes all the provisions of the law governing the practice of pharmacy, the poision law, the narcotic laws, the "patent cures and devices law," the venereal disease remedy law, and the jamaica ginger law, but does not include the pure food and drugs act and the prohibition laws which have been omitted for want of space. The provisions of the narcotic act of 1925 appears in full in section 42 of the classification.

The numbers of the alphabetical index which follows the conclusion of Part Two refer to sections of the abridged compilation. At the end of these sections, citation is made to the section of the Consolidated Statutes of North Carolina, indicated thus: C. S. s. 6650, etc. at which may be found the full text of the particular statute referred to. Citation to acts or amendments enacted since the publication of the Consolidated Statutes is indicated in this manner: P. L. 1925 or 1927, as the case may be, meaning Public Laws of North Carolina enacted by either the 1925 or the 1927 session of the General Assembly. F. O. B.

Part One

Practice of Pharmacy

SECTION 1. *North Carolina Pharmaceutical Association.* The Association is a duly incorporated body empowered to do such things and to perform such acts as usually appertain to corporate bodies of a similar nature. C. S. s. 6650.

SEC. 2. *Objects of the Association.* (1) To unite the pharmacists and druggists of the State for mutual aid, encouragement, and improvement; (2) to encourage scientific research and develop pharmaceutical talent; (3) to elevate the standard of professional thought, and (4) ultimately to restrict the practice of pharmacy to properly qualified druggists and pharmacists. C. S. s. 6651.

SEC. 3. *Board of Pharmacy.* (1) *Terms.*—The Board of Pharmacy consists of five licensed pharmacists, who hold their offices for a period of five years. (2) *How elected.*—The Association selects one of its members annually to fill the vacancy annually occurring, and the Governor must appoint its selection to the Board. (3) *Vacancies.*—In case of a vacancy, either by death or otherwise, the Board elects a pharmacist, who is a member of the Association and who must be comissioned by the Governor to fill the remainder of the term. Within ten days after being notified of his appointment, an appointee should qualify

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before the clerk of the superior court of the county in which he resides. (4) *Quorum.*—A majority of the Board constitutes a quorum for the transaction of all business. C. S. ss. 6652, 6654.

SEC. 4. *Election of Officers of Board.* The officers of the Board consist of a president and a secretary-treasurer, elected by the Board who hold their officers until their successors are elected and have qualified. The president must be a member of the Board. The secretary-treasurer may or may not be a member, as the Board shall determine. C. S. s. 6653.

SEC. 5. *Secretary Must Give Bond.* The secretary-treasurer is required to give a bond in such sum as is prescribed by the Board, conditioned for the faithful discharge of his duties. C. S. s. 6653.

SEC. 6. *Powers of Board.* (1) The Board shall have a common seal. (2) It shall possess the power and authority to define and designate non-poisonous domestic remedies. (3) It may adopt necessary rules, regulations, and by-laws for the regulation of its proceedings and for the discharge of its duties. (4) It may employ an attorney to assist in or conduct prosecutions for violations of the pharmacy law, and for any other purpose it deems necessary. C. S. s. 6654.

SEC. 7. *Duties of Board.* (1) *Records.*—The Board must keep a record of all its proceedings and a register of all persons to whom licenses, permits, and renewals have been issued. The book and register, when properly certified, shall be taken and accepted as competent evidence in all the courts of the State. (2) *Reports.*—The Board is also required to make annually to the Governor and to the Association written reports of its preceedings, receipts, and disbursements, and of all persons licensed to practice as pharmacists or assistant pharmacists in this State. (3) *Annual Meetings.*—The Board must hold annual meetings for the purpose of examining candidates and for the discharge of such other business as may legally come before it. Other than regular meetings may be held when necessary. (4) *Enforce Law.*—The Board is charged with the enforcement of the pharmacy laws, including narcotic laws, etc. (5) *Fix Standards.*—The Board must from time to time fix and publish standards or limits of variability permissible in drugs. C. S. ss. 6653, 6656, 6683, 4764.

SEC. 8. *Secretary to Investigate and Prosecute.* Upon information that any provision of the pharmacy law is being violated, the secretary of the Board, or one appointed by the Board, must investigate promptly, and upon finding probable cause must file complaint and prosecute the offender. C. S. s. 6656.

SEC. 9. *Compensation of Secretary and Board.* The secretary receives a salary fixed by the Board and his necessary expenses while engaged in the performance of his duties. Other members of the Board receive $10.00 for each day actually employed in the discharge of their official duties and their necessary expenses while so engaged. C. S. s. 6655.

SEC. 10. *Source of Revenue.* Revenue comes from the fees received by the Board, out of which must be paid all compensation and disbursements for expenses. C. S. s. 6655.

SEC. 11. *Fees Collectible by the Board.* (1) For examining an applicant for license as pharmacist or assistant pharmacist, $10.00. (2) For renewing license as pharmacist or assistant pharmacist, $5.00. (3) For issuing permit to physician to conduct drug store in village of not more than 500 inhabitants, $10.00. (4) For renewing permit, $5 00. (5) For issuing registration permit to conduct a drug store $1.00. (6) For renewing registration permit. $1.00.

All fees must be paid before the applicant may be admitted to examination or before his name is placed upon the register of pharmacists, or before any license or permit or renewal may be issued by the Board. C. S. s. 6657.

SEC. 12. *Application and Examination for License.* (1) *Application.*—Every person who desires to become licensed as a pharmacist or assistant pharmacist shall file with the secretary of the Board an appli

cation (furnished by the Board), duly verified under oath, setting forth: (a) The name and age of the applicant. (b) The place or places at which and the time he has spent in the study of the science and art of pharmacy. (c) His experience in the compounding of physicians' prescriptions obtained under the direction of a legally licensed pharmacist. (2) *Examination.*— The applicant shall then appear at a time and place designated by the Board and submit to an examination as to his qualifications. C. S. s. 6658.

SEC. 13. *Prerequisites for Pharmacist.* In order to become licensed as a pharmacist an applicant must (1) Be at least twenty-one years of age; (2) Have had four years' experience under the instruction of a licensed pharmacist; (3) Be a graduate of a reputable school or college of pharmacy; (5) Pass a satisfactory examination.

The actual time of attendance at a reputable school or college of pharmacy, not to exceed two years, may be deducted from the time of experience required. C. S. s. 6658.

SEC. 14. *Prerequisites For Assistant Pharmacist.* In order to be licensed as an assistant pharmacist the applicant must (1) Be at least eighteen years of age; (2) Have had a sufficient preliminary general education; (3) Have had as much as two years' experience under the instruction of a licensed pharmacist; (4) Pass a satisfactory examination;

As much as one years' attendance at a reputable school or college of pharmacy may be deducted from the time of experience required. C. S. s. 6658.

SEC. 15. *When License Issued.* When an applicant has complied with all the requirements his name will be placed upon the register and there will be issued to him a license to practice as a pharmacist or assistant pharmacist, as the case may be, up to the first day of the following January. C. S. s. 6659.

SEC. 16. *When Board May Reciprocate.* The Board may issue a license without examination to persons who have been licensed as pharmacists by other state boards of pharmacy under the following conditions: (1) The applicant must have the same qualifications as are required of licentiates in this State. (2) He must have been licensed by examination. (3) The standard of competence required must not be lower than that required in this State. An applicant for a reciprocal license must pay the same fee as is required of other candidates for license. C. S. s. 6660.

SEC. 17. *Causes For Refusal.* The Board may refuse to grant a license or a permit to any person guilty of a felony or gross immorality, or to one who is addicted to the use of alcoholic liquors or narcotic drugs to such extent as to render him unfit to practice his profession. C. S. s. 6661.

SEC. 18. *Causes for Revocation.* The Board may, after due notice and hearing, revoke a license or permit for the causes for refusal in preceding section, and in addition for: (1) Fraud in procuring a license either for himself or another. (2) Intentional adulteration or exposure for sale of adulterated drugs, chemicals, or medicinal preparations. (3) Violation of any law relating to the sale, prescription, or possession of narcotics. (4) Any wilful failure to report to the secretary of the Board and violations of the law pertaining to "certain cures and devises." C. S. ss. 6661, 6665, 6683, 6685.

SEC. 19. *When Board May Reinstate.* Upon the expiration of one year after the revocation or refusal of a license, permit, or renewal, the Board may issue a license, permit, or renewal, to any person who furnishes satisfactory proof that he is entitled to be reinstated. C. S. s. 6662.

SEC. 20. *Renewal of License.* Every licensed pharmacist and assistant pharmacist desiring to continue in the practice of his profession, and every physician holding a permit to sell drugs in a town of not more than 500 inhabitants, must within 30 days before the license or permit expires file an application, together with a fee of $5.00, for the renewal of the license or permit with the secretary of the Board. If the applicant is entitled to a renewal, the Board will issue to him a renewal certificate. C. S. s. 6662.

SEC. 21. *Failure to Renew A Misdemeanor.* Any person continuing to carry on the business for which a license or permit was granted without renewing it as required is guilty of a misdemeanor and is subject to a fine of not less than $5.00 nor more than $25.00. C. S. s. 6662.

SEC. 22. *Expiration of License.* The registration of every license and permit expires on the 31st day of December following the granting of the license or permit. And if any pharmacist, assistant pharmacist or any physician holding a permit fails to renew his license or permit within 60 days after the expiration thereof, his name shall be erased from the register of licensed pharmacists and of physicians holding permits and before he may be registered again he must pay the same fee as in the case of original registration. C. S. s. 6662.

SEC. 23. *License Must Be Displayed.* All licenses, permits, and the last renewals thereof must be conspicuously exposed in the place of business of the person holding such license or permit.

Any violation of this section is a misdemeanor and is punishable by a fine of not less than $5.00 nor more than $25.00.

Each day that such license, permit, or renewal is not so exposed is held to constitute a separate and distinct offense. C. S. s. 6663.

SEC. 24. *Fraudulent Use of Title of Pharmacist Punishable.* Any person not legally licensed as a pharmacist or assistant pharmacist who takes, uses, or exhibits the title of pharmacist or assistant pharmacist or any other name, title, or description of like import is guilty of a misdemeanor and subject to a fine of not less than $25.00 nor more than $100.00. C. S. s. 6664.

SEC. 25. *Purity of Drugs Protected.* (1) *Seller Responsible.*—Every person engaged in the sale of drugs, chemicals, and medicines is held responsible for the quality of all he sells, except those sold in the original packages of the manufacturers and also those known as "patent and proprietary medicines." (2) *Adulteration Misdemeanor.*—Any person engaged in the sale of drugs, chemicals, and medicines who intentionally adulterates, or causes to be adulterated, or exposes for sale (knowing the same to be adulterated) any drugs, chemicals, or medicinal preparation is guilty of a misdemeanor and subject to a fine of not more than $100.00. C. S. s. 6665.

SEC. 26. *Prescriptions Preserved.* The original of every prescription compounded or dispensed in any drug store or pharmacy must be preserved in a suitable book or file for a period of five years. C. S. s. 6666.

SEC. 27. *Copies Furnished.* The proprietor or manager of a drug store or pharmacy is required to furnish a true and correct copy of any prescription upon the request of the prescribing physician or of the person for whom the prescription was filled.

The file of original prescriptions must at all times be open to the inspection and examination of authorized officers of the law. C. S. s. 6666.

SEC. 28. *Selling Drugs without License Prohibited; Drug Trade Regulated.* It shall be unlawful for any person not licensed as a pharmacist or assistant pharmacist to conduct or manage any pharmacy, drug or chemical store, apothecary shop, or other place of business for the retailing, compounding, or dispensing of any drugs, chemicals, or poison, or for the compounding of physician's prescriptions, or to keep exposed for sale at retail any drugs, chemicals, or poison, except as hereinafter provided, or for any person not licensed as a pharmacist to compound, dispense or sell at retail any drug, chemical, poison or pharmaceutical preparation upon the prescription of a physician or otherwise, or to compound physician's prescriptions except as an aid to and under the immediate supervision of a person licensed as a pharmacist or assistant pharmacist.

Provided, that during the temporary absence of the licensed pharmacist in charge of any pharmacy, drug or chemical store, a or have charge of said store.

And it shall be unlawful for any owner or manager of a pharmacy or drug store or other place of business to cause of permit any other than a person licensed as a phar-

macist or assistant pharmacist to compound, dispense or sell at retail any drug, medicine or poison, except as an aid to and under the immediate supervision of a person licensed as a pharmacist or assistant pharmacist. C. S. s. 6667.

SEC. 29. *Exemptions to Preceding Section.* Nothing in section 28 shall be construed to interfere with (1) Any legally registered practitioner of medicine in the compounding of his own prescriptions; (2) Nor with the exclusively wholesale business of any dealer who shall be licensed as a pharmacist or who shall keep in his employ at least one person who is licensed as a pharmacist; (3) Nor with the selling at retail of non-poisonous domestic remedies; (4) Nor with the sale of patent or proprietary preparations which do not contain poisonous ingredients; (5) Nor with the sale of paregoric, Godfrey's Cordial, Aspirin, alum, borax, bicarbonate of soda, calomel tablets, castor oil, compound cathartic pills, copperas, cream of tartar, distilled extract witch hazel, epsom salts, harlem oil, gum asafetida, gum camphor, glycerin, peroxide of hydrogen, petroleum jelly, saltpetre, spirit of turpentine, spirit of camphor, sweet oil, and sulphate of quinine; (6) Nor with the sale of poisonous substances which are sold for use in the arts or for use as insecticides when sold in unbroken packages bearing a label having plainly printed upon it the name of the contents, the word "Poison," the vignette of the skull and cross bones, and the name of at least two readily obtainable antidotes. C. S. s. 6667; P. L. 1924. Chapt. 116.

SEC. 30. *Permits to Physicians.* In any village of not more than 500 inhabitants the Board may grant any legally registered practicing physician a permit to conduct a drug store. The permit is not valid in any other village than the one for which it was granted, and shall cease and terminate when the population of the village becomes greater than 500.

After due investigation the Board may grant permits to physicians in towns of between 500 and 600 inhabitants. C. S. s. 6667.

SEC. 31. *Compounding Prescriptions Without License Prohibited.* Whoever, not being licensed as a pharmacist or assistant pharmacist, shall compound, dispense, or sell at retail any drug, medicine, poison, or pharmaceutical preparation either upon a prescription or otherwise, and whoever, being the owner or manager of a drug store, pharmacy or other place of business, shall cause or permit any one not licensed as a pharmacist or assistant pharmacist to dispense, sell at retail or compound any drug medicine or poison contrary to the provisions of this article, shall be deemed guilty of a misdemeanor and fined not less than $25.00 nor more than $100.00. C. S. s. 6668.

SEC. 32. *Conducting Pharmacy Without License Forbidden.* Whoever, not being licensed as a pharmacist, shall conduct or manage any drug store, pharmacy, or other place of business for the compounding, dispensing, or sale at retail of any drugs, medicines, or poisons, or for the compounding of physicians' prescriptions contrary to the provisions of this article, shall be deemed guilty of a misdemeanor, and fined not less than $25.00 nor more than $100.00.

Each week such drug store or pharmacy or other place of business is so unlawfully conducted shall be held to constitute a separate and distinct offence. C. S. s. 6668.

SEC. 33. *Penalty For Obtaining License Fraudulently.* Any person who makes any fraudulent or false representations for the purpose of procuring a license or permit or renewal thereof, either for himself or another, is guilty of a misdemeanor and subject to a fine of not less than $25.00 nor more than $100.00; and if any person willfully makes a false affidavit or any other false or fraudulent representation for the purpose of obtaining a license or permit, or renewal, either for himself or for another, he is guilty of a misdemeanor, and upon conviction shall be subject to like punishment as is now prescribed for the crime of perjury. C. S. s. 6670.

SEC. 34. *Registration of Drug Stores and Pharmacies.* The Board of Pharmacy shall require and provide for the annual registration of every drug store and pharmacy doing business in this State; the proprietor of every drug store or pharmacy opening for business after the taking effect of this act shall apply to the board of pharmacy

for registration, and it shall be unlawful for any drug store or pharmacy to do business until so registered; the fee for such registration, whether original or annual, shall be one dollar, and upon the payment thereof the board of pharmacy shall issue permit to applicant entitled to receive same. All permits issued under this section shall expire on December 31 of each year. C. S. s. 6670 (a); P. L. 1927; Chapt. 28.

SEC. 35. *Drug Store and Pharmacy Defined.* The terms "drug store" and "pharmacy" as used herein shall mean any store or other place in which drugs, medicines, chemicals, poisons, or prescriptions, are compounded, dispensed, or sold at retail, or which uses the title "drug store," "pharmacy" or "apothecary," or any combination of such titles, or any title or description of like import. Provided, that nothing in this section shall apply to the sale of domestic remedies, patent and proprietary preparations, and insecticides as set out and provided for in paragraph two of section six thousand six hundred and sixty seven of the Consolidated Statutes. (Effective Jan. 1, 1928) C. S. s. 6670 (a); P. L. 1927; Chapt. 28.

SEC. 36. *Pharmacists Exempt From Jury Service.* All licensed pharmacists actively engaged in the practice of their profession are exempt from jury duty in the courts of this State. C. S. s. 2329.

Part Two

Dealing In Specific Drugs Regulated

SEC. 37. *Sales of Poisons.* (1) *Label.*— No person may sell or deliver to any person any poison included in Schedules A and B without first ascertaining by due inquiry: (a) That the person to whom delivery is made is aware of the poisonous character of the substance; (b) That it is desired for a lawful purpose.

The box, bottle, or other package must be plainly labeled with the name of the substance.

(2) *Register.* Before any person may deliver any of the substances included in Schedule B he must record in a book kept for that purpose: (a) The name of the article; (b) The quantity delivered; (c) The purpose for which it is required as represented by the purchaser; (d) The date of delivery; (e) The name and address of the purchaser; (f) The name of the dispenser.

This book must be preserved for at least five years and must be open at all times to the inspection of the proper officers of the law.

(3) *When Record Not Required.* The record of sale and delivery of poisons in Schedule B is not required

(a) When such articles are dispensed upon the order of persons belived by the dispenser to be lawfully authorized practitioners of medicines or dentistry.

(b) Of manufacturers and wholesalers who sell the poisons in Schedule B at wholesale. But the box, bottle, or other package containing such substances, when sold at wholesale must be properly labeled with the name of the substance, the word "Poison," and the name of the manufacturer or wholesaler.

(4) *When Label And Record Unnecessary.* It is not necessary to place a poison label upon, or to record the sale and delivery of

(a) The sulphide of antimony or the dioxide or carbonate of zinc or lead, or of colors ground in oil and intended for use as paint, or Paris green, when dispensed in the original package of the manufacturer or wholesaler;

(b) Calomel, paregoric, or other preparations of opium containing less than two grains of opium to the fluid ounce;

(c) Any preparation containing any substances in Schedules A and B when in a single box, bottle, or other package, or when the bulk of two fluid ounces or the weight of two avoirdupois ounces does not contain more than an adult medicinal dose of such poisonous substance.

(5) *Violation of Poison Law Misdemeanor.* Any person who sells or delivers any poisonous substances in Schedules A and B without labeling the same and recording their delivery as required is guilty of a misdemeanor, and is subject to a fine

f not less than $25.00 nor more than 100.00.

(6) *Schedule A.* The compounds and alts of arsenic, antimony, lead, mercury, ilver, and zinc.

Oxalic and hydrocyanic acids and their alts.

The concentrated mineral acids.

Carbolic Acid.

The essential oils of almonds, pennyroyal, avine and tansy.

Croton-oil.

Creosote.

Chloroform.

Chloral hydrate.

Cantharides.

Any aconite, belladonna, bitter almonds, colchicum, cotton root, conium, cannabis indica, digitalis, ergot, hyoscyamus, nux vomica, opium, or stramonium. Any of the poisonous alkaloids or alkaloidal salts or other poisonous principles derived from the foregoing.

Cocaine or any other poisonous alkaloids or salts.

Any other virulent poisons.

(7) *Schedule B.* Compounds and salts of arsenic, antimony, and mercury.

Hydrocyanic acid and its salts.

Strychnine and its salts.

Essential oil of bitter almonds. C. S. s. 6671.

Sec. 38. *Sales of Narcotic Drugs.* (1) *Dispensing without prescriptions Forbidden.*—No person, firm or corporation may sell, funish, or give away any of the narcotics included in Schedules C and D, or any preparation of the same, in greater quantities than are prescribed in the United States Pharmacopoeia, except upon the original written order or prescription of a licensed practitioner of medicine, dentist, or veterinarian, which prescription shall be dated and shall contain the name of the person for whom prescribed, or, if ordered by a veterinarian, must state the kind of animal for which ordered, and must be signed by the person giving the order or prescription.

(2) *Amount and Form in Which Dispensed Limited.*—In no case may any person, firm, or corporation fill any prescription or order for narcotics in Schedules C and D, or any preparation of the same, in flakes or crystals, but only in a solution or ointment, which shall not contain over four per cent of any such substances; and no such order or prescription may be for a greater quantity than one ounce of any such solution or ointment sold and dispensed in one ounce bottles.

(3) *Prescriptions Must Be Retained.*—All narcotic prescriptions must be permanently retained on file by the person, firm, or corporation dispensing or compounding the same. The prescriptions may not be refilled except upon the written order of the prescriber.

(4) *Copy or Duplicate May Not Be Made.*—No copy or duplicate may be made or delivered to any person, but the original must be open at all times to the inspection of the prescriber and to properly authorized officers of the law.

(5) *When Above Provisions Inapplicable.*—The four preceding provisions do not apply to sales:

(a) Of preparations containing opium or its derivatives and recommended in good faith for diarrhoea, cholera, or coughs, each bottle or package of which is accompanied by specific directions for use and a caution against habitual use.

(b) Of the compound of ipecac and opium commonly known as "Dover's powders."

(c) At wholesale by jobbers, wholesalers, and manufacturers to retail druggists or qualified physicians, or to each other.

(d) At retail by retail druggists or practitioners of medicine, dentists, or veterinarians.

(e) Made to manufacturers of proprietary or pharmaceutical preparations for use in the manufacture of such preparations.

(f) To hospitals, colleges, or scientific institutions.

(6) *Schedule C.* Cocaine, Alpha or beta eucaine, Novocaine.

Any salt or compound of any of the

above, or their salts or compounds.

(7) *Schedue D.* Opium, Morphine, Heroin, Codeine.

Any salt or compound of any of the above, or their salts or compounds. C. S. s. 6672.

(8) *Prescriptions For Habitual Users Regulated.* (a) No dentist or veterinarian may furnish or prescribe any narcotic in Schedule C and D for the use of any habitue.

(b) No veterinarian may prescribe any narcotic in Schedule C and D for the use of any human being.

(d) Any lawfully authorized physician may furnish or prescribe in good faith for the use of an habitue, who is under his professional care, such substances in Schedules C and D as he may deem necessary for his treatment. In no other case may he prescribe or furnish narcotics for an habitue. C. S. s 6677.

(9) *Sales to Practitioners Limited.* No person, firm, or corporation may sell, furnish, or dispense to any practitioner of medicine, dentist, or veterinarian more than one dram of any of the articles in Schedule C at one time or more than one-half ounce of those in Schedule D at one time. C. S. s. 6673.

(10) *Possession By Practitioners Limited.* (a) *Amount.*—No practitioner of medicine, dentist, or veterinarian may have or keep in his possession at any time more than one dram of any of the articles in Schedule C, or more than one-half ounce of those in Schedule D.

(b) *Must Keep Record.*—Each practitioner of medicine, dentists, and veterinarian must keep a record of all purchases, the date and amount of each purchase, the name of the person or party from whom each purchase was made, and a complete record of any disposition of said drugs. The record must be open at all times to the inspection of the legally authorized officers of the law. C. S. s. 6675.

(11) *Possession By Retail Druggists Limited.* No person, firm, or corporation doing a retail drug business may have more than one ounce of any narcotic in Schedule C nor more than one and one-half ounces of any of those in Schedule D in his possession at any one time. C. S. s. 6674.

(12) *Sales By Wholesalers Limited.* (a) *To Retail Druggists.*—No jobber, wholesaler, or manufacturer may sell or furnish to any retail druggist any narcotic in Schedule C in greater quantity than one ounce at a time, or any of those in Schedule D in greater quantity than one and one-half ounces at one time.

(b) *To Practitioners.*—No jobber, wholesaler, or manufacturer may sell or furnish to any practitioner of medicine, dentist, or veterinarian any narcotic in Schedule C in greater quantity than one dram at one time, or any of those in Schedule D, in greater quantities than one-half ounce at one time.

(c) *Serial Number.*—Every package sold by a jobber, wholesaler, or manufacturer must bear a serial number upon the outside wrapper or cover.

(d) *Must Keep Record.*—All jobbers, wholesalers, and manufacturers must keep a complete record of every sale made by them showing:

1. The name of the buyer.
2. His place of business.
3. The date of sale.
4. The kind of drug sold.
5. If a salt or compound, the percentage of any such substance contained therein.
6. The amount sold.
7. The serial number of each package.
8. The name of the person by whom each order was filled. This record must be open at all times to the inspection of the legally authorized officers of the law. C. S. s. 6678.

(13) *Presumptive Evidence of Illegal Sale.* It is presumptive evidence of illegal sale if the amount on hand, plus the amount legally dispensed, does not tally with the amount shown to have been purchased by the retail druggist, practitioner of medicine, dentist, or veterinarian. C. S. s. 6676.

(14) *Possession Forbidden.* Possession of any narcotic in Schedules C and D by

any person, firm, or corporation other than those before enumerated, and those into whose possession they may come in enforcing the law pertaining to narcotics, is forbidden. C. S. s 6679.

(15) *Process in Securing Evidence.* Upon affidavit being made that there is a reason to believe that the law relating to narcotics is being violated at any place, or by any person, those officers or persons authorized to issue process are authorized to issue to any lawful officer of the city or county where such place or person may be, a summons in writing, commanding any person who may have information concerning such violation of the law to appear and give evidence under oath concerning the same. C. S. s. 6680.

(16) *Testimony Enforced.* No person shall be excused from testifying in any prosecution for a violation of the law relating to narcotics, or from any investigation concerning the same.

But no discovery made by such person shall be used against him in any penal or criminal persecution, and he shall be altogether pardoned for the offence done or participated in by him. C. S. s. 6681.

(17) *Search Warrants, Seizure, And Retention.* If any credible witness shall make oath before any person authorized to issue process that there is a reasonable cause to suspect that any provision of the law relating to narcotics is being violated, it is the duty of such officer or person to grant a warrant, to be executed within the county in which such violation is alleged to have occurred or is occurring, to any lawful officer, authorizing him to search the place where, or the person by whom, it is alleged (in such affidavit) this law has been or is being violated, and to seize and preserve any evidence of the said violation, to be used in the trial of any person arrested by reason of examination, search, or seizure.

Any and all narcotics in Schedules C and D seized under this provision shall be held, and upon acquittal of the person so charged shall be returned to him, and upon conviction shall be destroyed. C. S. s. 6682.

(18) *Violation of Law Relating To Narcotics a Misdemeanor.* Any person who shall violate any provision relating to the prescription, sale, or possession of any narcotic in Schedules C and D is deemed guilty of a misdemeanor and upon conviction shall be fined or imprisoned at the discretion of the court. The Board of Pharmacy is charged with the enforcement of the narcotic laws. C. S. s. 6683.

(19) *Prosecution For Sales of Patent and Proprietary Medicines.* No prosecution shall be brought for the sale of any patent or proprietary medicine containing narcotic drugs until the Board of Pharmacy shall certify that such medicine contains any of the said drugs in excess of the maximum percentage permitted. C. S. s. 6683.

(20) *Duty of Judges.* All judges of the superior courts in this State should charge all regularly impanelled grand juries to inquire diligently into and investigate all violations of such provisions and to make a presentment of all persons guilty of such violations. C. S. s. 6683.

Sec. 39. *Sales of Certain Patent Cures And Devices.* (1) *Sale Prohibited.* No person, firm, association, or corporation in this State may sell or offer for sale any proprietary or patent medicine or remedy purporting to cure cancer, consumption, diabetes, paralysis, or Bright's disease or any other disease for which no cure has been found, or any mechanical device whose claims for the cure or treatment of disease are false or fradulent.

(2) *Advertising Prohibited.* Nor may any person, firm, association, or corporation advertise in any manner whatsoever any of the medicines above mentioned or any mechanical device for the treatment of disease when the State Board of Health shall declare that the device is without value in the treatment of diseases.

(3) *Penalty for Violation.* Any person violating this section is guilty of a misdemeanor and upon conviction shall be fined not more than $100.00 for each offence.

Each sale, offer for sale, or publication of any advertisement for the sale of the above articles constitutes a separate offence.

(4) *How Enforced.* The Board of Pharmacy is charged with the enforcement of this section, and it is the duty of all registered pharmacists to report immediately any violations thereof.

(5) *Department of Agriculture to Analyze.* Upon the request of the secretary of the Board of Pharmacy, the State Department of Agriculture will make an analytical examination of samples of such articles sold or offered for sale in violation of the law. C. S. ss. 6684, 6685, 6686.

SEC. 40 *Sales of Medicines Used For Venereal Diseases.* (1) *Treatment Except by Physicians Unlawful.* No person except a regularly licensed physician may prescribe or give away any medicine for the treatment of any person afflicted with venereal disease.

(2) *Druggists Must Report Sales of Remedies.* Any druggist or other person who sells at retail any patented, proprietary, or trademark remedy or alleged remedy advertised or recommended or sold for or used in the treatment of venereal diseases, or lost manhood, impotency, or sterility; or medicinal preparations containing the oil of cubebs, copaiba, sandalwood, or the oils themselves, iodides of mercury, or preparations compounded for urethral injections, shall report weekly on forms and in accordance with instructions supplied by the State Board of Health the sale of such remedies or alleged remedies to the bureau of venereal diseases of the said Board.

(3) *Druggists Must Keep Record of Prescriptions.* Any and all prescriptions for venereal diseases, or impotency, sterility, or lost manhood, or prescriptions containing the drugs, remedies named in the preceding paragraph, must be kept by a druggist in a separate file and shall be subject at any reasonable hour to inspection by an officer of the State Board of Health.

(4) *Violation of This Section a Misdemeanor.* Any person violating any provision of this section is guilty of a misdemeanor, and upon conviction is subject to a fine of not less than $10.00 nor more than $100.00 C. S. ss. 7199, 7200, 7204, 7206.

SEC. 41. *Sale of Jamaica Ginger.* (1) *Prescription Required.* It shall be unlawful for any person, firm, or corporation to sell the compound known as Jamaica Ginger except upon the prescription of a duly licensed and regular practicing physician.

(2) *Prescriptions open for Inspection.* Any person, firm, or corporation selling Jamaica Ginger upon prescription shall keep a list of said prescriptions, and shall allow said list to be examined by any officer of the law. And no such prescription shall ever be filled but one.

(3) *Physicians may issue for medicinal purposes only.* It shall be unlawful for any physician to give a prescription for Jamaica Ginger except to a person directly under his care and then in good-faith for medicinal purposes only. C. S. s. 4507.

SEC. 42. *Narcotic Act of 1925.* (1) *Drugs Defined.* Except as limited in section two of this act, the word "drug" as used in this act shall be construed to include (a) opium, (b) coca-leaves, or (c) any compound or derivative of opium, of coca leaves, or (d) any substance of preparation containing opium or coca-leaves, or (e) any substance or preparation containing any compounds or derivatives of opium or coca leaves.

(2) *Excepted Substances.* The word "drug" shall not be construed to include (1) preparations and remedies of compound which do not contain more than two grain of opium or more than one-fourth of a grain of morphine or more than one-eighth of a grain of heroin or more than one grain of codeine or any salt or derivative; or if solid or semi-solid in one avoirdupois ounce (2) liniments, ointments or other preparations prepared and dispensed in good fait

for external use only, providing such liniments, ointments or other preparations do not contain cocaine or any of its salts, alpha any synthetic substitutes for cocaine or eucaine or their salts. (3) Decocainized coca leaves or preparations made therefrom or other preparations of coca leaves which do not contain cocaine; but such preparations for external use only must contain ingredients rendering same unfit for internal administration; Provided, however, that this shall not apply to camphorated tincture of opium (paregoric) prepared according to the United States pharmacopoeia standard and containing not quite two grains of opium to a fluid ounce: Provided, however, that no preparations, remedies, or compounds containing any opium or coca leaves or any compound or derivatives thereof in any quantity whatsoever may be sold, dispensed, distributed or given away for the use of any known habitual user of drugs or any child of twelve years of age or under, except in pursuance of a written prescription of a duly licensed physician or dentist in the course of his professional practice, and when said drugs are dispensed or administered to the patient for legitimate medical purpose.

(3). *Prescribing Drugs for Habitual users.* No physician or dentist shall sell, dispense, administer, distribute, give or prescribe any of said drugs to any person known to such physician or dentist to be an habitual user of any of said drugs, unless said drug is prescribed, administered, dispensed or given for the cure or treatment of some malady other than the drug habit or administered, dispensed, given or prescribed for the treatment of a bona fide patient suffering from cancer or other incurable disease, and the name of such patient, his or her age, name and address shall within five days thereafter be reported by the physician so administering, giving or prescribing such drugs to the county health officer of the county in which the patient resides, and if there be no county health officer in such county, then to the secretary of the Board of Health of this State. And in every such case the physician so administering, prescribing or giving such drug shall himself make a physical examination of the patient to whom or for whom such drug is administered, dispensed, given or prescribed, together with a diagnosis of the case and the amount and nature of the drug prescribed or dispensed in the first treatment. When the patient leaves his care such physician shall report in writing the same to the said officer of the county of local board of health, and to the secretary of the State Board of Health when there is no county or local health officer the result of the said treatment.

(4). *Treatment of Addicts.* This act shall not be construed to the treatment of habitual users of drugs in public State hospitals, State sanatoriums, county homes, prisons or other public institutions, except State hospitals at Raleigh, shall render an annual report to the State Department of Health, giving therein the names, addresses, ages, clinical conditions and results of treatment of all habitual users of drugs given treatment in such State institutions. For the purpose of enforcing the provisions of this act, the State Board of Health and its inspectors shall have the right at any time and from time to time to examine any or all records required by this act to be kept, but this shall not be construed to exclude duly constituted authorities of this State from enforcing the provisions of this act.

(5). *Person Defined; Prescription.* The word "person" as used in this act shall be construed to include an individual, a copartnership, a corporation or an association. Masculine words include feminine or neuter. The singular includes the plural. The word "prescription" shall be construed to designate a written order by a duly licensed physician, dentist or veterinarian calling for a drug or any substance or preparation containing a drug.

(6). *Possession, Sale, etc., of Drugs—Exceptions.* No person shall have in his possession or under his control or deal in, dispense, sell or deliver, distribute, prescribe, traffic in or give away any of said drugs. But this section does not apply to the regular course of their business, pro-

fession, employment, occupation or duties to (a) manufacturers of drugs, (b) persons engaged in the wholesale drug trade, (c) importers or exporters of drugs, (d) registered pharmacists actually engaged as retail druggists, (e) bona fide owners of pharmacies or drug stores, (f) licensed physicians, (g) licensed dentists, (h) licensed veterinarians, (i) persons in the employ of the United States or of this State or of any county, township or municipality having such drug in their possession by reason of their official duties, (j) warehousemen or common carriers engaged bona fide in handling or transporting drugs, (k) persons regularly in charge of drugs in hospitals, State asylums, State sanatoriums, county homes, jails, penitentiaries or public institutions, (l) registered nurses under the immediate supervision and direction of the attending physician, (m) persons in charge of the laboratory where such drugs are used for medical or scientific research, (n) persons other than habitual users of such drugs having such drugs in their possession for their own personal use: Provided, they have obtained the same in good faith for their own use from a duly licensed physician or dentist in pursuance of his prescription given them by a duly licensed physician or dentist.

(7). *Use of Drugs.* No person shall use, take, administer to his person, or cause to be administered to his person or administer to any other person, or cause to be administered to any other person, any of the aforesaid drugs, except under the advice and direction and with the consent of a regularly practicing and duly licensed physician or dentist.

(8). *To Whom Drugs Sold.* No manufacturer or producer, importer, exporter or person engaged in the wholesale drug trade and regularly selling drugs shall sell, dispense or give away any of said drugs, except to, (a) a duly licensed physician, (b) duly licensed pharmacist, (c) duly licensed dentist, (d) sale drug trade and regularly selling drugs, duly licensed veterinarian, (e) manufacturer of drugs, (f) person engaged in the wholesale drug trade and regularly selling drugs, (g) exporter of drugs, (h) bona fide hospital, State dispensary, asylum, or sanatorium, (i) a public institution, (j) bona fide owner of pharmacy or drug store, (k) a person in charge of a laboratory where such drugs are used for scientific and medical research only, (l) a person in the employ of the United States or this State, or any county, township, municipality thereof purchasing or receiving the same in his official capacity. And no manufacturer, producer, or person engaged in the wholesale or retail drug trade shall sell, dispense or give away any of said drugs, except in pursuance of a written order signed by the person to whom such drug is sold, dispensed or given. Such order shall be preserved for a period of two years in such a way as to be open to inspection by proper authorities.

(9). *Selling, Dispensing, Etc.; Prescription, Written Orders.* No licensed physician, druggist, or bona fide owner of a pharmacy or drug store shall sell, dispense or give away any of said drugs to an individual, except of a written prescription by a physician, dentist or veterinary, which prescription shall be dated on the same day which it is signed and shall be signed by a physician, dentist or veterinary who issued the same and also shall not be sold, dispensed or given But this action shall not be construed to prohibit sale to, (a) a manufacturer of drugs, (b) persons engaged in the wholesale drug trade, (c) importers or exporters of drugs, (d) registered pharmacists actually engaged as retail druggists, (e) bona fide owners of pharmacies or drug stores, (f) licensed physicians, (g) licensed dentists, (h) licensed veterinarians, (i) persons in the employ of the United States or this State or of any county, township or municipality having such drug in their possession by reason of their official duties (j) nor delivery to warehousemen or common carrier engaged bona fide in the handling or transporting of drugs, (k) persons regularly in charge of drugs in State dispensaries, hospitals, State asylums, State sanatoriums, county homes, jails, penitentiaries or public institutions, (l) persons in charge of a laboratory where such

drugs are used for medical or scientific research only, (m) persons other than habitual users of such drugs having said drugs in their possession for their own personal use: Provided, they have obtained same in good faith for their own use from a duly licensed physician or dentist in pursuance of a prescription duly given them by such duly licensed physician or dentist.

(10). *Examination Before Prescribing; Veterinary not to Prescribe for Human Beings.* No physician or dentist shall dispense, give or prescribe any of such drugs to or for a patient without first making a physical examination of such patient. And no veterinary shall sell, dispense, prescribe any of such drugs for human beings.

(11). *Violation; Penalty.* The violation of any provisions of this act shall be and constitute a misdemeanor, and upon conviction thereof the person or persons, corporations, so violating the same shall be fined or imprisoned, or both, in the discretion of the court.—Public Laws 1925, Chapter 276.

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For general information regarding the Association, or for blank applications for membership, write to the Secretary-Treasurer, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary-Treasurer, giving such particulars as may be desirable to publish.

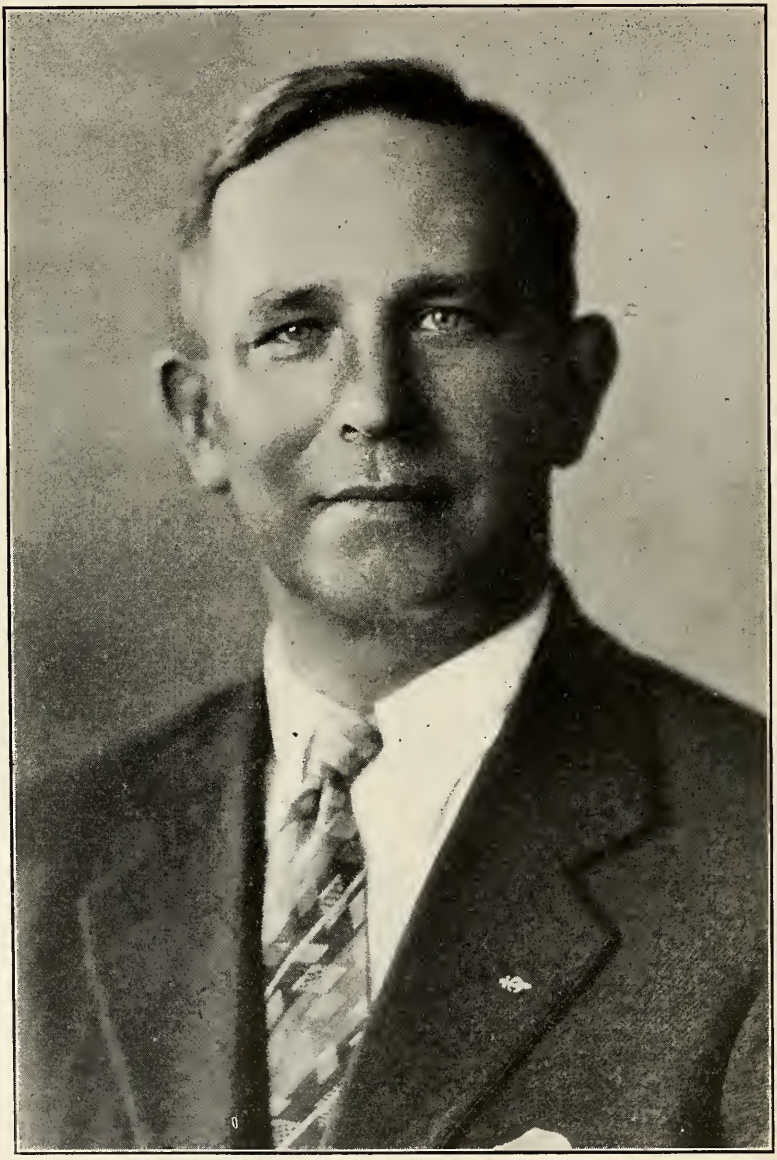
If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary-Treasurer at once, giving your full name and address.

For legal information and advice, write to the attorney of the Association, F. O. Bowman, Chapel Hill.

For information concerning examinations, the State Pharmacy Law and its enforcement, and certificates of registration, address F. W. Hancock, Secretary of the Board of Pharmacy, Oxford.

Take notice of the advertisers who have liberally responded to requests for advertisements, mentioning the Proceedings in your correspondence with them. You can render no better service to the Association.

The 1928 meeting of the North Carolina Pharmaceutical Association will be held in Morehead City, the time to be announced later.



R. R. COPELAND, of Ahoskie

President of the North Carolina Pharmaceutical Association

The Proceedings

of the

Forty-eighth Annual Meeting

of the

North Carolina Pharmaceutical Association

held in

The Ball Room

The O. Henry Hotel

Greensboro, North Carolina

June 21, 22, 23, 1927

Also the

Roll of Members

Report of the Secretary-Treasurer of the North Carolina Board of Pharmacy, together with List of Registered Pharmacists; also the members of the Traveling Men's Auxiliary

Stenographer
Alice Noble
Chapel Hill, N. C.

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COUNTY LEGISLATIVE COMMITTEE FOR 1927-1928

(The following appointments have been made by President R. R. Copeland for the coming year. The duties of these men will be to organize the druggists in their respective counties so that when necessary there can be complete co-operation in matters pertaining to legislation.)

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Gaston, Gastonia.....E. C. Adams
Granville, Oxford.....F. F. Lyon
Guilford, Greensboro.....C. C. Fordham, Sr.
Halifax, Scotland Neck....N. O. McDowell
Harnett, Erwin.....E. R. Thomas
Haywood, Canton.....W. S. Martin
Henderson, Hendersonville....W. H. Justus
Hertford, Ahoskie.....A. D. Walker
Hoke, Raeford.....L. E. Reaves
Iredell, Statesville.....L. W. McKesson
Jackson, Sylva.....F. L. Hooper
Johnston, Smithfield.....W. D. Hood
Lee, Sanford.....W. A. Crabtree
Lenoir, Kinston.....J. C. Hood
Lincoln, Lincolnton.....C. B. Phillips
McDowell, Marion.....J. W. Streetman
Macon, Franklin.....F. T. Smith
Madison, Marshall.....H. E. Roberts
Martin, Williamston.....C. B. Clark
Mecklenburg, Charlotte.....T. N. Edwards
Mitchell, Spruce Pine...Dr. Chas. Peterson
Montgomery, Troy.....M. A. Nicholson
Moore, Southern Pines.....H. E. Thrower
Nash, Rocky Mount.....B. T. Dawson
New Hanover, Wilmington.....L. White
Northampton, Jackson.....E. W. Lewis
Onslow, Swansboro.....D. A. Hargett
Orange, Chapel Hill.....C. T. Durham
Pasquotank, Elizabeth City..S. G. Etheridge
Pender, Burgaw.....F. Dees
Person, Roxboro.....E. M. Davis
Pitt, Greenville.....J. Key Brown
Polk, Tyron.....E. E. Missildine
Randolph, Asheboro.....C. M. Fox
Richmond, Hamlet.....H. G. Mitchell
Robeson, Lumberton.....J. D. McMillan
Rockingham, Madison.....J. R. Hughes
Rowan, Salisbury.....S. M. Purcell
Rutherford, Forest City.....W. P. Hall
Sampson, Clinton.....A. B. Butler
Scotland, Laurinburg.....A. F. Blue
Stanly, Albemarle.....W. H. Snuggs
Surry, Mount Airy.....J. Hollingsworth
Swain, Bryson City.....K. E. Bennett
Transylvania, Brevard.....Roy Long
Tyrell, Columbia.....C. B. McKeel
Union, Monroe.....J. P. Gamble
Vance, Henderson.....L. C. Kerner
Wake, Raleigh.....J. E. White
Warren, Warrenton.....Alpheus Jones
Washington, Plymouth.....P. M. Arps
Wautauga, Boone.....G. K. Moose
Wayne, Goldsboro.....G. W. Waters
Wilkes, North Wilkesboro....W. R. Wilkins
Wilson, Wilson.....P. B. Bissette
Yadkin, Yadkinville.....J. P. Norman
Yancey, Burnsville.....W. Z. Robertson

OFFICERS OF THE ASSOCIATION SINCE 1880

PRESIDENTS

E. M. Nadal, Wilson.....1880-1881
S. J. Hinsdale, Fayetteville.....1881-1882
Wi liam Simpson, Raleigh.....1882-1883
W. H. Green, Wilmington.....1883-1884
V. O. Thompson, Winston.....1884-1885
H. R. Horne, Fayetteville.....1885-1886
A. W. Rowland, Wilson.....1886-1887
F. W. Hancock, New Bern.....1887-1888
T. D. Crawford, Oxford.....1888-1889
J. D. Croom, Maxton.....1889-1890
E. V. Zoeller, Tarboro.....1890-1891
W. H. Wearn, Charlotte.....1891-1892
H. R. Chears, Plymouth.....1892-1893
N. D. Fetzer, Concord.....1893-1894
J. Hal Bobbitt, Raleigh.....1894-1895
P. W. Vaughan, Durham.....1895-1896
Augustus Bradley, Burlington....1896-1897
J. P. Stedman, Oxford.....1897-1898
W. M. Yearby, Durham.....1898-1899
J. B. Smith, Lexington.....1899-1900
R. H. Jordan, Charlotte.....1900-1901
E. W. O'Hanlon, Winston-Salem..1901-1902
H. T. Hicks, Raleigh.....1902-1903
W. A. Leslie, Morganton.....1903-1904
G. K. Grantham, Dunn.....1904-1905
T. R. Hood, Smithfield.....1905-1906
C. A. Raysor, Asheville.....1906-1907
Chas. R. Thomas, Thomasville....1907-1908
J. E. Shell, Lenoir.....1908-1909
G. Y. Watson, Southport.....1909-1910
Max T. Payne, Greensboro.....1910-1911
E. T. Whitehead, Scotland Neck..1911-1912
J. G. M. Cordon, Clayton.....1912-1913
C. P. Harper, Selma.....1913-1914
G. C. Goodman, Mooresville.....1914-1915
E. L. Tarkenton, Wilson.....1915-1916
E. G. Birdsong, Raleigh.....1916-1917
G. A. Matton, High Point.....1917-1918
S. E. Welfare, Winston-Salem....1918-1919
G. R. Pilkington, Pittsboro.....1919-1920
E. E. Missildine, Tryon.....1920-1921
I. W. Rose, Rocky Mount.....1921-1922
J. A. Goode, Asheville.....1922-1923
P. A. Lee, Dunn.....1923-1924
J. P. Stowe, Charlotte.....1924-1925
A. A. James, Winston-Salem.....1925-1926
C. L. Eubanks, Chapel Hill.....1926-1927
R. R. Copeland, Ahoskie.....1927-1928

SECRETARIES

T. C. Smith, Charlotte.....1880-1882
J. C. Munds, Wilmington.....1882-1887
E. V. Zoeller, Tarboro.....1887-1890
F. W. Hancock, Oxford.....1890-1894
H. R. Horne. Fayetteville.....1894-1899
P. W. Vaughan, Durham.....1899-1912
J. G. Beard, Chapel Hill.....1912-1918

TREASURERS

John S. Pescud, Raleigh.....1880-1882
A. S. Lee, Raleigh.....1882-1891
A. J. Cook, Fayetteville.....1901-1906
G. K. Grantham, Dunn.....1906-1909
G. E. Burwell, Charlotte.....1909-1917
E. V. Howell (J. G. Beard),
Chapel Hill 1917-1918

SECRETARY-TREASURERS

J. G. Beard, Chapel Hill.....1918-1928

ASSISTANT SECRETARY-TREASURERS

C. M. Andrews, Burlington.....1924-1928

PLACES OF MEETING AND LOCAL SECRETARIES

Raleigh, 1880.....Organization Meeting
New Bern, 1881.....Business Committee
Winston, 1882.....S. H. Smith
Wilmington, 1883.....John H. Hardin
Charlotte, 1884.....L. R. Wriston
Greensboro, 1885.....R. G. Glenn
Fayetteville, 1886.....B. E. Sedberry
Asheville, 1887.....W. C. Carmichael
Goldsboro, 1888.....H. C. Shannon
Durham. 1889.....P. W. Vaughan
Morehead City, 1890.....F. W. Hancock
Morehead City, 1891.....R. J. Gooding
Raleigh, 1892.....W. H. King
Greensboro, 1893.....F. A. Robbitt
Asheville, 1894.....W. G. Smith
Morehead City, 1895.....B. C. Jones
Morehead City, 1896.....C. D. Bradham
Raleigh, 1897.....J. H. Bobbitt
Charlotte, 1898.....W. H. Wearn
Durham, 1899.....P. C. Sneed
Wilmington, 1900.....John H. Hardin
Winston-Salem, 1901.....E. W. O'Hanlon
Morehead City, 1902.....C. D. Bradham
Morehead City, 1903.....F. S. Duffy
Asheville, 1904.....W. C. Carmichael
Morehead City, 1905.....F. S. Duffy
Wrightsville Beach, 1906.....G. Y. Watson
Lake Toxaway, 1907.....F. D. Hunter
Morehead City, 1908.....D. R. Davis
Greensboro, 1909.....Max T. Payne
Charlotte, 1910.....J. P. Woodall
Morehead City, 1911.....F. W. Hancock
Waynesville. 1912.....G. E. Burwell
New Bern, 1913.....C. D. Bradham
Hendersonville, 1914.....W. H. Justus
Durham, 1915.....P. W. Vaughan
Wrightsville Beach, 1916...D. A. Elvington
Asheville, 1917.....C. A. Raysor
Raleigh, 1918.....Henry T. Hicks
Wrightsville Beach, 1919.....R. R. Bellamy
Asheville, 1920.....C. A. Raysor
Charlotte, 1921.....R. K. Blair
Winston-Salem, 1922.....A. A. James
Greenville, S. C., 1923.....R. K. Blair
Wrightsville Beach, 1924.....J. D. Nutt
Blowing Rock, 1925.....J. G. Ballew
New York City, 1926.....Turner F. Currens
Greensboro, 1927.....Ed. Nowell
Morehead City, 1928.....Walter Hufham

PROCEEDINGS OF THE FORTY-EIGHTH ANNUAL MEETING

FIRST SESSION

Tuesday Morning—O. Henry Hotel

The forty-eighth annual meeting of the North Carolina Pharmaceutical Association was called to order at ten-thirty o'clock on Tuesday morning, June 21, by President C. L. Eubanks, of Chapel Hill, in the Ball Room of the O. Henry Hotel, at Greensboro, N. C.

The meeting was formally opened with a prayer by Rev. R. Murphy Williams, Pastor of the Church of the Covenant, of Greensboro.

The delegates were officially welcomed to Greensboro by Mayor E. B. Jeffress.

Mr. R. R. Copeland, of Ahoskie, First Vice-president of the Association, responded to Mayor Jeffress' words of welcome.

Mr. C. C. Fordham, Sr., on behalf of the local druggists, extended a welcome to the visiting delegates.

The response to this address was made by Mr. Polk C. Gray, of Statesville, Second Vice-president of the Association.

PRESIDENT EUBANKS: The first business is the Roll Call by the Secretary-Treasurer.

SECRETARY-TREASURER J. G. BEARD: *Mr. President,* I move that we dispense with the calling of the roll since it has become so large and since the members are required to register their attendance with the Assistant Secretary-Treasurer.

(Motion seconded and carried.)

On further motion of the Secretary, the reading of the minutes of the preceding meeting were dispensed with, since they had been published in THE CAROLINA JOURNAL OF PHARMACY and distributed to all members.

SECRETARY-TREASURER BEARD: *Mr. President,* May I digress from the regular order of business for a few minutes? I would like the privilege of introducing to the convention Mr. Carl Weeks, president of the Armand Co., of Des Moines, Iowa.

Mr. Weeks in a few well chosen words expressed his pleasure at being present.

SECRETARY-TREASURER BEARD: I would also like to present Dr. E. L. Newcomb, formerly of Minnesota, but now Secretary of the National Wholesale Druggists' Association.

Dr. Newcomb stated that he was glad to be in North Carolina again and that he brought the greetings of the N. W. D. A.

At this point the Secretary-Treasurer presented the following delegates from the American Pharmaceutical Association: Messrs. E. V. Zoeller, Tarboro; J. H. Beal, Urbana, Ill.; and E. V. Howell, Chapel Hill.

Credentials were read for the delegates from the National Wholesale Druggists' Association, these delegates being Messrs. P. A. Hayes, Greensboro, E. W. O'Hanlon, Winston-Salem, and H. R. Goodall, Durham.

The Secretary-Treasurer then read telegrams of greeting from the Texas, Alabama, and West Virginia Pharmaceutical Associations, all of which were in session at that time. He also read telegrams or letters from the following members expressing their regret that they could not be present at the convention: Messrs. Gilliam Grissom, C. H. Beddingfield, G. W. C. Rush, N. W. Lynch, A. A. James, and Wm. Niestlie. He likewise read a telegram from the American Fair Trade League asking the continued support of the Association on behalf of Standard Price bills.

At this point Local Secretary Nowell was asked to make the general announcements in regard to the meeting.

Mr. Nowell stated that the people of Greensboro and the Gate City druggists in particular were delighted to have the Association with them. He said that the printed program would be followed closely and that he felt sure the meeting would be a pleasant and profitable one.

President Eubanks then called for the annual report of the Executive Committee.

REPORT OF THE EXECUTIVE COMMITTEE

SECRETARY-TREASURER BEARD: I have the honor to present the annual report of the Executive Committee.

First Meeting

The first meeting of the fiscal year 1926-27 was held on the S. S. Robert E. Lee en route from New York to Norfolk. This meeting followed immediately after the last general session of the forty-seventh annual convention. A roll call revealed the following members present: Messrs. N. W. Lynch, R. R. Copeland, J. G. Beard, S. E. Welfare, and C. T. Council. Mr. C. M Andrews, Assistant Secretary-Treasurer, was present by invitation. The committee organized itself in the usual manner by electing as chairman, the president of the Association, at that time Mr. N. W. Lynch, and as secretary, the secretary of the Association, J. G. Beard. The main order of business at this first meeting was the formulation of a detailed budget for the year and the re-employment of Mr. F. O. Bowman as General Counsel for the Association. The secretary was directed to communicate a request to the Board of Pharmacy to make a slight increase in the annual amount the Board paid Mr. Bowman for his services. The amount asked for was $1,200 a year instead of $1,000. Secretary Beard was requested to make his usual canvassing trip during the summer and was empowered to rent a second-hand Ford automobile for traveling purposes. A salary of $200 was ordered paid to Mr. Beard for his services during the summer. The Treasurer was authorized to pay Miss Alice Noble's expenses to the New York meeting in return for her work as stenographer for the convention. General policies for the year were next discussed, particularly with reference to legislation. It was decided to defer action on legislative matters, however, until the joint meeting of the Executive and Legislative Committees that was directed by the Association at the New York convention.

Second Meeting

The second meeting was called on August 9 in the Washington Duke Hotel, Durham, at the request of President N. W. Lynch to accept his resignation and elect his successor. The following members were in attendance, Messrs. C. L. Eubanks, R. R. Copeland, C. T. Council, and J. G. Beard, a quorum. The committee recognized that Mr. Lynch's plantation responsibilities and his removal to another state made his request plausible, and so, with regret, his resignation was accepted. Mr. C. L. Eubanks, of Chapel Hill, the first vice-president, was elected to succeed Mr. Lynch as president. Messrs. R. R. Copeland and P. C. Gray respectively, were elevated from second and third to first and second vice-presidents. Mr. C. C. Fordham, Sr. was appointed Chairman of the Proprietors' Section, and Mr. B. H. Wolfe, of Charlotte, was made Chairman of the Clerk's Section. This was the only business before the committee and adjournment followed.

Third Meeting

On motion of Mr. Chas. M. Andrews, the North Carolina Pharmaceutical Association at its 1926 convention authorized a joint meeting of the Executive and Legislative committees with the Board of Pharmacy for the purpose of considering and taking final action upon the character of legislation the Association should seek through the General Assembly.

In accordance with this authorization the three groups met, on call of President Eubanks, in the Pharmacy Building at Chapel Hill at eleven o'clock on Wednesday morning, November 24, with the following entire membership present:

Executive Committee: C. L. Eubanks, *chairman*, R. R. Copeland. Polk C. Gray, J. G. Beard, A. A. James, Sam E. Welfare, and C. T. Council.

Legislative Committee: G. K. Grantham, *chairman*, C. B. Miller, F. W. Hancock, T. L. Gardner, and J. C. Brantley.

Board of Pharmacy: E. V. Zoeller, F. W. Hancock, I. W. Rose, C. P. Greyer, and J. G. Ballew.

Attorney F. O. Bowman presented in brief his ideas of what the Association should do in a legislative way, and at the end recommended a registration law modeled somewhat after the ones in Connecticut and Virginia. After considerable discussion the members instructed Mr. Bowman to present a draft of his bill to the Attorney General and then take up with the Legislative Committee the revised draft. The Legislative Committee was authorized to use its efforts not only in obtaining the passage of this bill but to work in every other way suggested during the legislative session.

The committee adjourned at 1:30 o'clock.

Immediately following the adjournment of the above meeting President Eubanks called a short session of the Executive Committee with every member in attendance.

Secretary Beard recommended that the next annual meeting of the Association be held June 21, 22, and 23. His recommendation was adopted.

Secretary Beard then read a report setting forth the financial condition of the Association at that time.

There being no further business the committee adjourned *sine die*.

Fourth Meeting

The third and last meeting of the Executive Committee was held in the O. Henry Hotel, Greensboro, on June 20, 1927 with the following members in attendance: Messrs. C. L. Eubanks, R. R. Copeland, Polk C. Gray. Sam E. Welfare, C. T. Council, and J. G. Beard.

The program of the forty-eighth annual meeting as printed in the CAROLINA JOURNAL OF PHARMACY for June was approved without corrections. The annual report of Secretary-Treasurer J. G. Beard was heard, and his financial accounts were examined and approved.

The committee adjourned.

Respectfully submitted,
(Signed) J. G. BEARD, *Secretary*.

PRESIDENT EUBANKS: We will next have the report of the Secretary-Treasurer of the North Carolina Pharmaceutical Association.

SECRETARY-TREASURER'S REPORT

SECRETARY-TREASURER BEARD: I have the honor to submit in the following pages my annual report for the year ending June 1, 1927. It is divided into two parts, financial and general. From the financial part I will read only summarized figures since there is attached for examination and audit by the Executive Committee an itemized and detailed account of all receipts and disbursements together with countersigned vouchers to prove all payments made and a certified check to cover cash balance in bank.

FINANCIAL STATEMENT

FINANCIAL STATEMENT COVERING THE YEAR ENDING JUNE 1, 1927

RECEIPTS

Cash Balance from 1925-26			$ 881.17
Securities			350.00
Dues:			
Old Members (including contributions)	$4,863.50		
New Members	439.00	5,302.50	
Board of Pharmacy, Mr. Bowman's Services		1,100.04	
Registration Fees, New York Meeting		155.00	
Miscellaneous Sources		14.00	
Total Receipts			$7,802.71

DISBURSEMENTS

Salaries:			
F. O. Bowman	$3,600.00		
Alice Noble	1,200.00		
J. G. Beard	700.00		
C. M. Andrews	50.00	$5,550.00	
Postage for all Purposes		66.52	
Traveling Expenses of Canvasser		666.09	
Engrossing Certificates		35.50	
Printing for the year		51.28	
Miscellaneous Expenditures		160.21	
Total Disbursements			$6,529.60

ON HAND

Securities	$ 350.00	
Cash in Bank	923.11	$7,802.71

Receipted itemized vouchers, etc., authorized by the Executive Committee and approved by President Eubanks, are attached to this report to prove the payments listed above. There is also attached a certified check to cover cash balance on hand.

This report has been examined, audited and approved by the Executive Committee sitting in session June 20, 1927.

General Report

Because of an abnormally crowded program, I will make the remaining part of this report as brief as possible.

Proceedings

The minutes of the New York meeting last year were printed and issued as Volume VIII, No. 1, of the CAROLINA JOURNAL OF PHARMACY. The same distribution as usual was provided.

The Carolina Journal of Pharmacy

My office continued during the year its task of issuing the CAROLINA JOURNAL OF PHARMACY monthly. The circulation this past year showed a steady and satisfactory growth. No change in the policy of the JOURNAL has been made since the first number was issued. The dominant features of this policy are (1) the JOURNAL will make the furtherance and advertisement of the Association its primary responsibility; and (2) the publication will wage an active campaign for or against any movement in North Carolina pharmacy that in the opinion of the editor should be supported or opposed. After nearly five years of editorial responsibility, during which the JOURNAL has been issued fifty-eight times, I can see earlier mistakes, present failings, and faults that may get perpetuated into the future, but I can also see with equal clearness that the JOURNAL has made a place for itself in this State and elsewhere, and to a reasonable degree is justifying the faith of those who were good enough to help start it off and who have regularly lent advice and encouragement to the entire editorial staff.

Membership

The Roll of Members now stands at 845. This is 19 members more than we had a year ago and it represents almost the utmost of our membership possibilities. In fact if a greater strictness were practiced in listing only members in satisfactory standing, the Roll would lose at once about 83 members who are considerably more than a year behind in the payment of their fees. Almost fifty members in arrears are retained who should be dropped according to the by-laws, but I have kept them on the rolls through belief that if I can see them personally I can collect what they owe. Which reminds me to say that a state of mind has developed in the Association that causes nine-tenths of our members to wait until Mr. Bowman or I call before paying their annual assessment. This means not only that an unpleasant task is

added to his and my work, but what is vastly more important, it means that the Association is put to a collection expense that could and should be saved. When I first started making summer trips the primary object was securing new members. Collecting dues was incidental. Now that practically all druggists in the State are members, it would seem that a canvass again this summer ought to be an unnecessary expense. But unless at this meeting our members can be persuaded to pay their dues to the extent of enough funds to run the Association through the year, then another expensive trip is demanded, or else the regular program cannot be carried through, because only in such way can the necessary funds be obtained. Since our fiscal year runs from June to June, and since all dues are payable in advance, why can we not at this meeting agree to "pay up" for the coming year and put the money that has been spent on canvassing to better use? I recommend this suggestion most earnestly.

The 845 members are divided as follows:

Regular	739
Associate	69
Charter	8
Life	22
Honorary	7
Total	845

The following are the 64 new members taken in since June 1, 1926:

Regular Members

Adolph George Ahrens, Wilmington.
John Aldin Betts, Hendersonville.
Oscar Daniel Biddy, Waynesville.
Daniel Adolph Blue, Carthage.
George Gilmur Buchanan, Greensboro.
Thomas Roy Burgiss, Sparta.
Carlus Vann Cagle, Greensboro.
Abel Paul Carswell, Winston-Salem.
Henry Chivous Champion, Shelby.
Herbert Otis Champion, Shelby.
Herbert C. Chandler, Greensboro.
Germain Bernard Cheek, Durham.
William Alexander Clark, Winston-Salem.
Albert Winfrey Clayton, North Wilkesboro.
Charles Latham Crawford, North Wilkesboro.
Willis Greene Cousins, Charlotte.
Charles Hugh Craven, West Asheville.
David Ramsey Davis, Fayetteville.
J. W. S. Davis, Andrews.
Ernest Deal, Raleigh (Beal Prize).
Harland Murlee Deal, Charlotte.
William Dewey Ellis, Greensboro.
John Vanstory Farrington, Raleigh.
Archie Alexander Gamble, Waxhaw.
Patrick Gray Glass, Concord.
Paul Vernon Godfrey, Spray
George Kenneth Grantham, Jr., Dunn.
Ralph Alfred Gray, Asheville.
Charles Newton Gunter, Durham
James Samuel Hall, Fayetteville.
T. J. Ham, Jr., Yanceyville.
Alden Hobbs, Kinston.
Howard Tate Horsley, Bessemer City.
Daniel Clayton McCrummen, Greensboro.
James Henry Meyers, Saluda.
Milton Alvin Moore, Tarboro.
William Penn Phillips, Clayton.
John Marshall Pinnix, Kernersville.
Ervin Linwood Ray, Asheboro.
Charles Bais Rhinehardt, Asheville.
Hubert Earl Roberts, Marshall.
Ernest Fletcher Robinson, Wilmington.
James Alexander Sappenfield, Kannapolis.
Robert Brooks Sawyer, Charlotte.
Fleet Hall Scroggs, Franklin.
Guion Linwood Sewell, Wilmington.
Marks Brown Sloop, China Grove.
Mattie Elizabeth Smith, Charlotte.
James Ellis Sparks, Greenville.
James Merritt Spoon, Charlotte.
Walter Douglas Tennant, Jr., Asheville.
Bowman Glidewell Warren, Raleigh.
Charles McMillan Williamson, Maxton.

Associate Members

Turner Fee Currens, New York City.
Charles Adolphus Dean, De Sota, Ga.
William Russell Griffin, Nashville.
William Lacy Harper, Mount Airy.
Wesley Jones Hickman, Rutherfordton.
Lipman Aaron Long, Mount Olive.
George McLarty, High Point.
Nathan B. Perry, Charlotte.
.....Ray, West Jefferson.
Hobart William Richardson, Asheboro.
John Jennings White, Henderson.

The following six members have died during the year:

J. Cener Bolton, Rich Square, died June 19, 1926.

J. Fulton Cole, Carthage, died March 19, 1927.

William Louis McKinnon, Wadesboro, died May 22, 1927.

J. L. Rose, Hendersonville, died October 30, 1926.

John L. Taylor, Oxford, died January 18, 1927.

E. W. Grove, Asheville, (Honorary Member) died January 27, 1927.

Eleven resignations have been accepted since my last report. They are:

Walter Bryan Barker, Greensboro.
William Hunter Bingham, Concord.

J. Burnett, Whitakers.
Francis Earle Campbell, Hillsboro.
Marvin Edward Dizor, Raleigh.
Harvey P. Frank, Philadelphia, Pa.
Samuel R. Ireland, Winston-Salem.
William Luther Johnson, Gibson.
J. M. McMinn, Asheville.
J. Marcus Stewart, Seffnee, Florida.
William Mabry Taylor, Winston-Salem.

The following twenty-eight members were dropped during the year for non-payment of dues:

Dennis Edward Barkley, Asheville.
James Callahan, Philadelphia.
Cary Hunter Fleming, Raleigh.
William Floyd Gaskins, New Bern.
Doyle Manly Gurley, Sanford.
Peyton Richard Hamlet, Raleigh.
Joseph Baxter Haymore, Norlina.
Charles Glenn Hicks, Raleigh.
Jay Hugh Johnson, North Wilkesboro.
William Randall Johnson, Raleigh.
Albert Sherwood Johnston, Smithfield.
James Woodfin Keever, Hickory.
Leon Major King, Greensboro.
A. J. Klutz, Greensboro.
Lumartin John Lea, Aberdeen.
Numa Franklin Marsh, Greensboro.
Thomas Harris Mayo, Goldsboro.
Bernice C. Moore, Lakeland, Florida.
Addie Bradshaw Pegram, Lenoir.
Carl David Rosenbaum, Tarboro.
Frank Alexander Sloan, Winston-Salem.
Alberto Soler, Guaninao, Oriente, Cuba.
O. Otis Souders, Fayetteville.
Hugh Atlas Talley, Sanford.
Grover Bellamy Walton, East Flat Rock.
Theo. Twitty Watkins, Rutherfordton.
James M. Whittington, Winston-Salem.
S. W. Williams, Raleigh.

Summer Trip

At the request of the Executive Committee I again made a canvass of the State last summer for the purpose of securing new members and collecting dues. I was on the road approximately 70 days, secured 47 new members, and collected approximately $3,800 in dues. My traveling expenses amounted to $473.79 exclusive of car rent which is listed elsewhere. The Executive Committee insisted that I accept $200 over and above my regular salary for my summer work and with reluctance I agreed. I refused to accept any extra pay for the first four summers I gave to this work, and I disliked the idea of doing so last year. As set forth in the last paragraph it seems foolish to spend so much time and money in collecting money that ought to be sent in without personal solicitation.

Section Plan

I entreat your sympathetic support of the newly created section plan of convention procedure. It will go into effect for the first time this year and its success or failure is mainly dependent on your reaction to it here at Greensboro. It is an untried experiment that appears to have merit.

Voting By Mail

I wish again to recommend that the Association change its plan of voting so as to allow every member who pays dues the privilege of expressing his preference as to officers and so that a more deliberate and sensible plan of choosing officers may be followed. This is a matter that ought to be settled today. If the members vote it down, we can pass on to other business without a waste of time; if they vote to accept it, a nominating committee should at once be appointed, a slate prepared, and officers for 1928-29 be arranged for.

Grateful Acknowledegment

I wish to thank those who have helped me during the past year. As the Association grows in numbers and in activities, the office of Secretary-Treasurer becomes increasingly difficult to administer. Only because I received the interested help of many people was I able to carry through my duties with a reasonable degree of success. For this help, and particularly for that given by President Eubanks and Miss Alice Noble, I am sincerely grateful.

Respectfully submitted,
(Signed) J. G. BEARD,
Secretary-Treasurer.

(Applause).

PRESIDENT EUBANKS: We will next take up the report of Mr. R. A. McDuffie, Chairman of the Papers and Queries Committee.

CHAIRMAN MCDUFFIE: *Mr. President, Ladies and Gentlemen:* When your committee on Papers and Queries was preparing its program it kept three main ideas in mind: (1) To have a variety of papers and talks; (2) To have them of interest and benefit;

and (3) To have them short and to the point. We might add that each man has been asked to limit his paper to fifteen minutes and we want to request that the discussion be limited to three minutes. We shall first of all put everybody in a good humor by calling on Mr. S. E. Welfare, of Winston-Salem, for a paper on the subject, "Every Druggist Should Have a Hobby."

Mr. Welfare showed in a very interesting manner that every druggist should have a hobby not only for the same reason that a safety valve is put on a locomotive—to "keep a druggist from blowing up" after a fifteen-hour-day of strenuous work, but because it offers the change necessary to keep the nerves and body fit. He cited the hobbies of several of the leading men of the country. In conclusion, he pointed out that it doesn't matter what the hobby is, just so it is ridden steadily, but with moderation, and as an aid toward keeping one in good condition for work.

Chairman McDuffie announced that the next speaker would be Mr. E. W. O'Hanlon, of Winston-Salem, who had chosen as his subject, "Reminiscences."

In a most entertaining talk Mr. O'Hanlon recounted many of his experiences as an apprentice in the drug store of B. E. Sedberry and Son, of Fayetteville. He stated that he began his training immediately after finishing high school thirty-seven years ago at a salary of $12.00 a month. He traced his improvement as a clerk from the first day he went to work and spent hours with pieces of newspaper learning to wrap up Epsom salt until he was qualified to "handle things expensive to handle." He questioned whether the young druggist of to-day knows the real pharmacy of the olden days, and paid a fine tribute to the early pharmacists of Fayetteville, Messrs. Hinsdale, Prior, Horne and Sedberry. Mr. O'Hanlon next took up his career in Winston-Salem, when he took his stand as a prohibitionist druggist. He told of his first experiences as a proprietor and stated that he was never willing to buy on credit anything except drugs. He then traced the development of the drug business to the present day. In conclusion he emphasized the fact that if druggists are to keep abreast of the times they must learn to think for themselves and in addition to being "more than a merchant," they must learn real merchandising.

Chairman McDuffie: We are very glad to have had this interesting talk by Mr. O'Hanlon. It is now my pleasure to introduce to you the oldest druggist in North Carolina, who received his apprentice training from the oldest druggist in the State at the time the Association was formed. He is a charter and life member of the Association; he was its sixth president; he was secretary of the organization for a number of years, and also a member of the Board of Pharmacy. *Ladies and gentlemen*, I suggest that we rise in grateful appreciation of the many years of service that Mr. Henry Ruffin Horne, of Fayetteville, has given to the North Carolina Pharmaceutical Association.

(This was done with considerable applause.)

Mr. H. R. Horne: I appreciate the remarks of the gentleman. I wish it was in my power to be an orator, but that is something entirely foreign to my life. Mr. McDuffie spoke of my being the oldest druggist in the state and I wouldn't be surprised if I am. It is an honor to be. I lack seventeen days of being eighty-eight. I don't think that is very old. I recall a poem I read once:

"We live in deeds, not years; in thoughts, not breaths;
In feelings; not in figures on a dial.
We should count time by heart-throbs.
He most lives who thinks most, feels the noblest, acts the best."

That should be our interpretation of ageing years. They come; we are obliged to let them come and to submit. I derive a great deal of comfort in my later years from that poem of Tennyson's, "Crossing the Bar," which I am afraid I cannot quote here.

My memory is getting so feeble. It is not equal to old man Hezekiah, a negro who lived in slave days and of whom his master was very proud. He had a wonderful memory. His master one day told a friend he would give Hezekiah to him if he could catch him in a lapse of memory. A few

days later the friend saw Hezekiah working in the fields and said to him, "Hezekiah, "Do you like eggs?" Hezekiah replied, "Yes." He left the negro and went about his business for twenty years. At the end of that time he concluded he would make the test. He went again and found Hezekiah in the fields. "How?" he asked him. "Fried," said Hezekiah.

I regret so much I haven't that memory. (Applause.)

MR. J. P. BRADLEY: *Mr. Horne,* when you pass on to your reward we shall remember you and your life as a success. You worked hard, lived well, enjoyed the confidence of your fellow-men, the respect of women, and the love of little children. You always gave the best in yourself and looked for good in others. Your life has been to us an inspiration; your memory will always be a benediction.

CHAIRMAN MCDUFFIE: We put Mr. O'Hanlon and Mr. Horne in our 100 per cent class of druggists. I now want to introduce another 100 per cent druggist, Mr. C. C. Fordham, Jr., of Greensboro, who will read a paper on "Practical Experience in the Scheme of Pharmaceutical Training."

Mr. Fordham showed that if a boy has the opportunity of serving as an apprentice in his high school days he will be able to see the innermost life of his profession and determine whether or not he is suited for the calling. His work in college will be easier and he will be more interested in his studies. A student without apprentice training goes to college with an open mind, unhampered by methods of one employer. He stated it has been suggested that by forcing practical experience before college training there will be fewer in the profession who dislike their work and continue in it only as a means of livelihood because they have a college diploma in pharmacy.

Chairman McDuffie asked Mr. C. C. Fordham, Sr., what he thought of his son's paper.

Mr. Fordham replied that he had always been a believer in practical experience before college training, and that his experience in employing clerks had proved his theory correct. He stated he fully recognized the need for a college training in pharmacy, but the practical experience beforehand was necessary.

Chairman McDuffie next announced a paper by Mr. E. L. Tarkenton, of Wilson, entitled, "What is to be the Future of Pharmacists."

In a carefully thought out paper Mr. Tarkenton outlined some of the things he deemed necessary to make safe the profession of pharmacy from the constant inroads being made upon it. He showed how cut prices are demoralizing in every department of the drug store, and urged pharmacists to coöperate with those manufacturers who are withholding their goods from the cutters. He then pointed out how department stores, five and ten cent stores, etc., are equipped with drug store articles and how the competition of the installment man is causing an unprecedented number of unpaid accounts where the druggist does not sell for cash. People are paying for the luxuries of radios, etc., sold by the installment man and not settling their regular accounts. Druggists are faced with a competition that will put them out of business unless they put forth a determined organized effort. He showed that whereas the retail drug stores of the United States sold seventy-five per cent of all the toilet goods in the country ten years ago, today they sell only between twenty-five and thirty-five per cent. He urged the incorporation of an organization for the sole purpose of helping the small drug store to match pennies with the department and chain store—a chain of 700 independent drug stores having one central point in North Carolina to purchase their supplies free. In conclusion, he made a strong plea for the Pharmacy Ownership Law, stating that it will raise the standard of Pharmacy in North Carolina, protect the public health, and prevent monopolies; keep the cut price chain stores from opening additional stores; prevent the man who has never spent one cent for pharmaceutical training from entering the profession; help professionalize drug stores instead of commercializing them; help gain the confidence of the physician; and give each druggist the satisfaction, health and happiness for which his soul cries out.

Chairman McDuffie: This paper supplies us with an abundant amount of food for thought. If I am not mistaken, tomorrow morning the Proprietors' Section will take up matters touched upon in this paper and so I am going to ask that a discussion of the paper be postponed until a later session.

Chairman McDuffie then called upon Mr. C. R. Thomas, of Thomasville, for a paper on "Practical Devices for the Drug Store."

Mr. Thomas stated that owing to an accident a few months ago he had not been able to write a paper, although he had always tried to present one at each annual meeting. He expressed his pleasure that the druggists were meeting in Piedmont North Carolina and extended them a cordial invitation to visit the Thomasville Baptist Orphanage while they were in the neighborhood.

The last paper was presented by Chairman McDuffie on "Delivery Service". He stated that it was based on his actual experiences and that this service was his hobby. He showed that every drug store claiming to be a "human service station" must have delivery service. He first explained how the Fordham-McDuffie Drug Co., two years ago employed two regular delivery boys and one relief boy at a total cost of $31.50 per week, which included wages, rent on wheels and up-keep, and an average weekly delivery of 325 trips. As this was too expensive, the firm put two boys on a competitive basis and paid them 5c for each trip under one mile, and 10c for longer trips. They furnished their own wheels and kept them in repair. The plan worked well for a year at an average cost of $20 per week. Owing to the rapid growth of the city, motorcycles had to be substituted for bicycles, the delivery boys still being paid on a trip basis. He stated the last plan had proved most satisfactory.

At the conclusion of this paper Secretary-Treasurer Beard expressed the appreciation of the Association for the manner in which Chairman McDuffie had carried through the schedule of responsibilities of the Papers and Queries Committee.

Secretary-Treasurer Beard: It seems to me that the matter of the mail ballot should be taken up at this meeting if the plan is to be put into effect and a slate prepared for next year. If I may be permitted, *Mr. President,* I move you, sir, that the Association change its order of balloting so that the voting will be by mail from a slate, prepared by a nominating committee of seven members, which will be brought in at the third session of the convention, accepted, rejected or modified as the membership may determine. When the ticket is finally approved by the Association, it shall be voted upon by a mail ballot, the votes counted by a board of tellers, and the results sent to the president. Last fall the plan was submitted to the membership for a referendum vote. While the president received only 240 replies, 180 for the plan and 60 opposing it, the mail ballot won by a three to one vote. This vote was not representative of this body. The question should be brought up again and we should vote on the plan here. I move you, sir, that the plan be adopted.

Mr. R. R. Copeland: I second this motion and I should also like to say that I don't believe we can decide this by the number that voted upon the change. On an average we have between 250 and 300 attending the convention. The election of officers always is held at the last session. Frequently two-thirds of the members have gone home when the election of officers occurs. Consequently, there may be only 50 people voting. This new plan is a very good one. As I see it, it looks like the best plan to give every member of the Association a chance to say whom he wants for officers. The 240 votes that came back are considerably more votes than are usually cast for officers. I was under the impression that we would not get back a majority of the votes, but that we would get more than are usually cast for officers at our annual conventions.

Mr. F. W. Hancock: I voted in the negative when the proposition was presented to me not that I have any serious objection to it. I have taken the position, whether it is correct or not, that interested members ought to be present at all the conventions. I know the plan has been in force in the A. Ph. A., but I think that the men who take interest and attend our meetings ought to

have largely the say in the matter of Association affairs.

MR. J. P. BRADLEY: I would like to say that this is the first time I have attended the annual meeting in a long time, not because of lack of interest, but because it was impossible for me to be present. I have paid my dues and I have kept my membership up because I felt I wanted a voice in Association matters. I was talking to a druggist friend this morning and he said that he wanted very much to be present today because he felt the mail ballot plan would come up, but it is impossible for him to be here. I should like to say in deference to those who are not here that it is not lack of interest that causes them to be absent, but because they really cannot come.

MR. R. H. ANDREW: I became a member of the Association thirteen years ago and this is the first time I have been able to attend since I joined at the Durham meeting I have paid dues, but I had no voice. I feel, however, that men who stay at home while their partners or clerks attend are entitled to vote. I feel that if the plan is adopted we will have more interest in the Association and that it will grow more rapidly. I am heartily in favor of the membership at large having a voice in voting.

DR. E. L. NEWCOMB: As a matter of information, may I say that the State Pharmaceutical Association of Minnesota has made the change you are contemplating. When the matter was brought up, there was voiced the same opposition you are having. At the present time Minnesota, having 1,400 members, polls about 1,000 votes. Apparently the plan has developed interest, many attending the meetings who previously did not, because they feel that they have a voice in the Association.

MR. C. M. ANDREWS: Don't let's lose sight of the fact that those attending the meetings have the voice in making up the slate. Those in attendance each year nominate the officers and the slate is not accepted until the members present approve. I believe if we adopt this plan we will increase attendance.

MR. C. R. THOMAS: I have expressed myself in previous meetings in regard to this matter. I have taken the stand all the way against this proposition because this annual meeting is open to everybody. Members can come if they wish. Those who do not attend are not elected to office. Surely those in attendance year after year know what is to the best interest of the organization. The horse which pulls the plow should draw the corn. Those who attend the meetings are better able to select the officers. I have been coming to the conventions since 1898. The success of the Association is largely due to those attending regularly.

At this point the question was called for, and the motion was unanimously carried.

SECRETARY-TREASURER BEARD: The adoption of the plan necessitates a new Article in our By-laws. Therefore, I move that the following Article, entitled "Election of Officers," be added as Article I of our By-laws, the present numbers being advanced one number each so that the present Article I may become Article II, etc., etc.:

Article I. Election of Officers.

Section 1. A Nominating Committee shall be annually chosen charged with the duty at each annual convention of selecting candidates for the offices of president, three vice-presidents, secretary-treasurer, assistant secretary-treasurer, local secretary, and three members of the Executive Committee.

Section 2. The Nominating Committee shall submit at the third session of each annual convention the names of two or more persons as candidates for each of the offices of president, first vice-president, second vice-president, third vice-president, secretary-treasurer, assistant secretary-treasurer, local secretary, and three members of the Executive Committee. These names are to be submitted by the secretary-treasurer by mail to every member of the Association within two months after he receives them, together with the request that the members indicate their preference on a ballot enclosed for that purpose, and return the same by mail within one month after its receipt.

Section 3. The ballots received as indicated in the preceding article are to be sent by the secretary-treasurer to a Board of Tellers, composed of three members to be appointed by the president, who shall count as votes in the annual election only those ballots received from members whose dues have been paid for the current year, and who in turn shall certify to the secretary-treasurer the result of the election, after which the latter shall be published.

Section 4. The officers thus elected by a plurality of the votes cast shall be installed at the final session of the next annual meeting.

Mr. W. W. Horne: Does the Article state how many members shall compose this Nominating Committee? I rather imagined this was left out intentionally.

Mr. E. V. Zoeller asked if the Nominating Committee was to be chosen by the president.

Mr. Ed. Nowell called attention to the fact that it was always in order to make nominations from the floor in addition to the slate prepared by the Nominating Committee.

Mr. J. A. Goode: When is this Nominating Committee appointed?

The Secretary-Treasurer explained that it was to be appointed at the first general session of the convention and that every member attending was eligible for appointment on the committee.

Mr. F. W. Hancock moved that Section I of the new Article I should read as follows:

A Nominating Committee of seven members shall be annually chosen by the president charged with the duty at each annual convention of selecting candidates for the offices of president, three vice-presidents, secretary-treasurer, assistant secretary-treasurer, local secretary, and three members of the Executive Committee.

Mr. W. W. Horne seconded the motion and it was carried.

Mr. C. M. Andrews: I move that the Article, suggested by Secretary Beard be adopted as amended.

The motion was seconded and carried.

President Eubanks: It now becomes my duty to appoint a Committee on Time and Place of Next Meeting. I appoint Messrs. J. A. Goode, E. L. Tarkenton and J. C. Brantley.

Mr. J. A. Goode: I ask that I be relieved of this duty as 101% of the Asheville druggists have sent me to get the 1928 convention.

The president accepted Mr. Goode's resignation and appointed in his stead Mr. E. R. Thomas.

Upon motion the meeting adjourned.

SECOND SESSION

Tuesday Afternoon

The second session of the North Carolina Pharmaceutical Association was called to order by President Eubanks at 3:00 o'clock, Tuesday afternoon.

Vice-President Copeland was called to the chair and announced that the first order of business would be the reading of the Address of the President.

PRESIDENT'S ADDRESS

President Eubanks: *Mr. Chairman, Fellow Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

It is with great pleasure that I greet you at this, the forty-eighth annual meeting of our Association. Eighteen years ago it was our good pleasure to meet in this, the Gate City of our State, and enjoy the hospitality of the local druggists and of this now great and prosperous city. We congratulate ourselves upon the invitation to meet with you at this time. Since we last met with you, many and great changes have been wrought in every phase of business. Growth and expansion is noticeable in all business throughout this commonwealth. Our own profession has kept pace with the business world. For example, compare the amount of business done by the druggists of this city today with the amount done eighteen years ago. I dare say that two or three stores can be named that now do as much business as the entire list did when we met with you in 1909.

Association Active During Legislature

The past year has been marked by unusual activity on the part of the North Carolina Pharmaceutical Association; also the North Carolina Legislature. The commendable success achieved for the drug business in this State must be attributed to the coöperation of your officers, committees, and the entire Association with your attorney. The teamwork could not have been better. On February 22 organization and coöperation, coupled with quick action, saved the druggists of this State between twelve and fifteen thousand dollars annually on soda fountain tax alone. Not only have retail druggists cause for rejoicing over the results accomplished during the past year, but they should feel enthusiastic over the future. Here I wish to state that the position I held through this past legislative year very definitely proved to me

that we need friends in our state and national legislatures, with emphasis on *state*. We need a member of our own Association in both branches of the General Assembly. We had some good and loyal friends at the past session, else it would have been impossible for us to accomplish what we really did. We proposed only one piece of legislation viz., the Drug Store Registration Bill, which requires every drug store in the state to register annually with the Board of Pharmacy. A fee of one dollar is charged for registration. Senator F. W. Hancock, Jr., introduced this bill in the Senate and it went through both Houses with but little opposition. We are very glad to get this piece of legislation enacted. By its enactment the Board will be better able to enforce the law and at less expense. After January 1, 1928, it will be unlawful to operate a drug store in North Carolina without first registering it with the Board of Pharmacy. Not to do so makes the owner quilty of a misdemeanor and subject to a fine. Those of us who have been and are continuing to violate the pharmacy laws may expect some trouble in registering and well we should. If there are those of us who do not conduct our stores in a business-like manner, above reproach and in compliance with the law, then it is better for us individually, better for our Association, and better for the profession that we retire from the drug business and seek some other vocation. I am quite sure I can safely state that more legislation was proposed to increase taxes on drug stores at the last session of our legislature than has ever been proposed at any one session. Our organization with your coöperation defeated every hurtful measure proposed. We have only one additional tax, one of five dollars annually for selling sandwiches or prepared food. This tax was proposed to range from five to thirty dollars, according to the number of chairs or stools a store contained. We compromised with the committee on a flat tax of five dollars, which we considered very reasonable.

Variety of Side Lines

The rapid changes in the mercantile world call for many and varied changes in our own line of work. Those of us who have been in business thirty years or more find it rather difficult to adapt ourselves to present conditions. The rapid increase in the number of drug stores naturally forces us to take on various side lines of merchandise. On entering some of our drug stores, if it were not for the signs, you would not realize that you were in a drug store. I do not wish to sound a pessimistic note, but I am fearful for the future of our profession. I fear the public is being educated to lose respect for real pharmacy. A drug store is beginning to be looked upon not as a place where a professional man dispenses medicines, but as a place where almost any class of merchandise can be bought. In face of these facts, what right have we to complain when other stores handle merchandise that belongs to our line?

Chain Stores

I believe the greatest problem that confronts us to-day is the chain stores. When I say chain stores, I include the chain grocery stores because they too handle merchandise in our line. There is much in common from a merchandising standpoint between the drug store and the grocery store. A large per cent of both stocks consist of standard priced articles well known to the buying public. The growth of the chain grocery store has been far greater than that of the chain drug store. Ten years ago the chain grocery stores did five per cent of the retail business; to-day they are doing sixty per cent. As I see it, the independent retail grocery store is doomed. Operating a chain drug store is a more difficult proposition. Therefore, we may not expect the same rapid growth as that of the grocery stores. It is estimated that the chain drug stores are doing about twenty per cent of the retail drug business. The question naturally arises, what has the future in store for the retail druggists? It is a serious question and we may just as well admit it. Chain store sales increased twenty-five per cent, last year. I believe the time has come for us to give thought to the future of our business if the independent retail drug store is to be preserved.

Too Many Drug Stores

I believe there are already too many drug stores and too many more are being opened. It would be far better for all parties concerned if we had fewer and better drug stores. I lay some of this fault at the door of our jobbing friends. They too often encourage the opening of new stores for the sake of the new account, and too often the account results in a losing proposition to them. My advice to young men is not to open a new store in a locality already crowded, it is far better to buy a good, well-established business.

Revision of Gross Profits Necessary

The tremendous increase in overhead expenses calls for a revision of gross profits. The old formula adopted by the N. A. R. D. of two, four, six, and eight dollars is entirely too small for present day conditions. Instead of a gross profit of 33 1-3 per cent., we should have at least 40 per cent. Quite a number of our manufacturers are beginning to realize what the future has in store for them should the chain stores get a strangle hold on the drug business of this country; they see that there will then be but little demand for their merchandise with chain stores handling principally their own brands of merchandise. Our hats are off to those manufacturers who have endeavored to maintain a standard retail price on their products—principally, the Armand Co., Houbigant, Hudnut, Colgate and others. The Armand Company has taken the lead in the matter of price maintenance. Let us put the lines of these manufacturers to the front in our places of business and push their merchandise. Let us pledge them our loyal support and hearty coöperation. The Standard Oil Co. and the big combined tobacco trusts are fair examples of what we may expect if the independent retailer should pass out of existence. A few years ago we paid ten cents per gallon for gas; to-day, with the largest output in the history of the world, we are paying about twenty cents per gallon, all because there are no independent companies in existence. The independent wholesale druggists are facing exactly the same situation we are facing; their problems are the same as ours.

Support the Local Wholesaler

Here I wish to stress the importance of pledging our loyalty to our local wholesalers. Give them the very best support possible. They are our friends. When financial difficulties arise, it is to them we turn—and not to the boot-leg wholesaler—to ask that our accounts be carried for two, three and even six months. Our local wholesale friends are the staunchest supporters of the CAROLINA JOURNAL OF PHARMACY from the standpoint of advertising. It is largely on account of their contributions that the JOURNAL has been placed on a firm financial basis.

The Druggist Is More Than a Merchant

I am a strong believer in the phrase, "The Druggist is More Than a Merchant." The obligations he owes to the general public puts him in an entirely different class from that of other retail merchants. I believe that most retail druggists, together with manufacturers and jobbers, are in sympathy with our desire to preserve forever the retail drug store. As I see it, there are two sources of relief: first, to buy our merchandise as cheaply as our competitors, and second, to secure federal legislation.

The Capper-Kelly Bill Endorsed

The much discussed Capper-Kelly Bill seems to be gaining in favor. I quote a statement made by Representative Kelly on the twenty-first of the past month:

"I introduced in the 69th Congress a measure (House Bill No. 11) to permit voluntary contracts between independent manufacturers and independent distributors requiring a uniform price. Hearings were held before the House Committee on Interstate and Foreign Commerce and subsequently an unofficial draft of the proposed committee amendments was printed for the information of the committee. I have accepted those amendments and gladly do so, because they simply clarify the purpose of my trade bill No. 11. At the beginning of

the 70th Congress next December, I shall introduce my bill in the amended form and I believe it will be enacted into law. It will be known as the Fair Trade bill and its purpose, in brief, will be to insure honest merchandising.''

It behooves us to keep in touch with our representatives at the beginning of our next Congress. I earnestly wish that every druggist in this state and nation would write his representative at the beginning of the 70th Congress and plead for the passage of the Fair Trade bill. Fair competition means much to public interest. Price standardization means increased competition between honest manufacturers. The automobile business is a fair example of price standardization. The manufacturer has named his price and what has been the result? Prices have been reduced and quality increased. As I see it, any remedy which is to be employed for the preservation of the independent druggists must be prescribed by the druggists themselves. With the proprietors of the retail stores largely rests the responsibility. We shall need the aid and coöperation of other independent retailers to oppose successfully the further growth of the chain store evil and to bring about more tolerable conditions in the business field. We cannot afford to be without this aid. Our prosperity, if not our very existence as retail dealers, depends upon our ability to coöperate with and secure the coöperation of the organized retail pharmacists of this country.

Voting By Mail

At our last meeting our secretary-treasurer recommended a change in our by-laws which would permit the election of the officers of the Association by a mail ballot. After much discussion, it was finally decided to submit a summary of the plan to the entire membership for referendum vote. Last October our secretary-treasurer complied with this ruling, sending reply postals to every member of the Association. Something over eight hundred were mailed. I received a total of 240 replies, 180 favoring the mail ballot and 60 opposing the plan. Just a little more than one-fourth of the membership sent replies. Of course, this was not a representative vote and hence the matter is before us to-day for final action. For the information of those who are not familiar with the recommendation made by Secretary Beard at our last meeting I shall quote the following: ''At each annual meeting the president shall appoint a nominating committee, whose duty shall be to select two or more persons for each office in the Association, the secretary to mail a ballot to dues-paid members requesting that they indicate their preference and mail the ballot to a Board of Tellers composed of three men, to be appointed by the president, who shall count the ballots and report the results to the secretary.'' I believe this plan will be a great improvement over our old system of electing officers. Only about twenty per cent of our membership attends the annual meetings. All dues-paid members have as legal right to vote as those in attendance. Furthermore we would have time for careful deliberation and would not vote hurriedly on the floor of the convention as is now the case. We will be sure of electing the men best fitted for officers. I recommend that we adopt the mail ballot plan of election.

The Section Plan

At this meeting we are putting into operation a new feature of procedure. I have reference to the section meetings of the following four groups: Proprietors, Clerks, Wholesalers, and Travelers. The object is to provide the four distinct types of drug workers in the State with an opportunity each year to deliberate on matters of concern to the several groups. I believe that with a little effort and coöperation these sections will prove to be helpful to all parties concerned. I heartily endorse the section plan and recommend that we give it our sympathy and hearty coöperation.

Organization of Mutual Fire Insurance Co.

Another feature of our work that demands consideration is the organization of a druggists' mutual fire insurance company. I am wondering if we have not secured enough risks to perfect our organization. Hundreds of dollars have already been saved the druggists of the state in the way of discounts from the Ohio Mutual Hardware Associ-

ation. Our attorney has been keeping the matter before our membership in his travels over the state. When our company has been organized on a good working basis, we are expecting sufficient revenue to play an important part in financing the expenses of our Association. I recommend that we rally to the support of this company and organize as quickly as possible.

The Carolina Journal of Pharmacy Endorsed

I wish to register my endorsement of the Carolina Journal of Pharmacy which comes to us every month so ably edited by Mr. Beard, Mr. Bowman and Miss Noble, together with the aid of the official reporters. We all enjoy the Journal. It has meant much to our organization—more even than we realize. It is no small job to put out this journal every month. It represents a lot of work and worry. It has come to us all these years without one cent of expense to us. Mr. Beard has been able to secure more than enough revenue from advertisements to take care of the expenses of the publication. This is voluntary work on his part. I believe in the old adage, "The servant is worthy of his hire." I believe the time has come when Mr. Beard should receive some compensation for his work. I recommend that he receive a yearly stipend from the funds in hand, or that he may have in hand, at the end of each fiscal year, the amount to be determined by the Executive Committee at this meeting.

Dues

I wish to stress the importance of paying annual dues during the convention. Quite an item of expense in personal collections will thereby be saved.

The Traveling Men's Auxiliary

We will always be under lasting obligations to our Traveling Men's Auxiliary. Without their coöperation the entertainment features of our conventions would be limited and our attendance would thereby be decreased. The traveling men have always been our staunchest supporters. They boost the conventions from one meeting to the next. May we not in turn do something for their auxiliary? Let us make it a point to inquire of the salesmen calling upon us whether or not they are members of the Auxiliary. Furthermore, make it plain to them that we like to buy merchandise from salesmen who belong to the Traveling Men's Auxiliary of our Association. With the permission of the Auxiliary, I should like to suggest that we go a step further. I think it would be a good idea for every proprietor to solicit members for the Auxiliary, collect dues, and give receipts, mailing the check to the Auxiliary treasurer. Recently I inquired of a new salesman if he was a member of our Traveling Men's Auxiliary. He replied that he was not but would like to become a member. He said further that although he had been in the state several months he had never been invited to join, nor had he heard who the officers were. He expects to be at this meeting and join. We appreciate very deeply the good will and fellowship of our traveling men.

Conclusion

It would not be fair to close my address without at least a brief reference to the valuable services and fine support that has been given my administration by the executive officers and legal adviser of the Association, as well as by those active in the rank and file of the organization. My sincere wish is that my successor may be accorded the same hearty coöperation and support. It will never be my privilege and pleasure to serve the Association again as president. I want to make one final plea for pharmacy —pharmacy in the truse sense of the word. In our rapid growth into commercialism I want to remind you, especially the younger members of our Association, that pharmacy is what makes a drug store. Pharmacy is the commercial asset of a real drug store. Pharmacy is the drug store's greatest drawing power. Drugless drug stores have proved to be more of a delusion than a snare. They lack one thing—they lack pharmacy. Pharmacy is the stack-pole around which we build our business. Pharmacy then is entitled to the fullest recognition as the main support of the business it has built up and holds together. It is not enough for the druggist merely to say that he is more than a merchant. He will find that it is to his advan-

tage to let his store be a constant reminder of the fact that he is really more than a merchant. I believe the more pharmaceutic a drug store appears, the greater is its appeal to buyers of such lines as it carries. Finally, I wish to remind the druggist—to urge the druggist—to feature pharmacy. It is something in which we can take a just pride and I believe featuring pays. (Applause).

Chairman Copeland appointed as the committee on the President's Address: Messrs. J. A. Goode, S. E. Welfare, and S. M. Purcell.

This committee at a later session presented the following report:

Members of the North Carolina Pharmaceutical Association in convention assembled:

We, your Committee, appointed to consider and report on the President's Address beg to submit the following for your consideration:

We consider the report submitted by our president one of the most thorough and able discussions of the problems confronting pharmacists in our state that has ever been submitted to this association. Our president has had very splendid coöperation from our membership. He has enjoyed the love and confidence of every member, and this committee would be remiss in its duty if it did not express in a most sincere way its deep appreciation of the fine spirit and interest manifested by our president in the welfare of our profession and its membership. Possibly no president in the history of this organization has held office at a time when more problems and activities presented themselves than during the past year. He has, in every instance, ably measured up to the responsibility and confidence reposed in him through his election to the highest office within the gift of our membership.

Our president submitted the following definite recommendations:

1. That we have a more personal representation in our State Legislature with at least one member from our profession in both branches of the General Assembly.

In this we concur and recommend.

2. That our membership lay greater emphasis on the professional phase of our profession.

In this we concur and recommend.

3. That our membership give a more thorough study and consideration to ways and means of effectively competing with the chain stores.

In this we concur and recommend.

4. That we coöperate and express our appreciation individually and collectively of the splendid coöperation given us by certain firms in the way of standard resale prices.

In this we concur and recommend.

5. That our membership make a very thorough study of the Fair Trade Bill and discuss personally, if possible, its provisions and advantages with both Congressmen and constituents.

In this we concur and recommend.

6. That our membership support more enthusiastically and materially our Insurance Department to the end that our returns and profits from this branch of our Association shall be equal to the operating expense and in addition earn substantial dividends through a reduction of premiums to our membership.

In this we concur and heartily recommend.

7. That we again express our appreciation for the very able services rendered the membership by Editor Beard and his able assistant, Miss Noble; and that Mr. Beard shall receive some additional compensation for his work.

In this your committee most heartily concurs, and recommends that the Executive Committee increases this figure to what in its opinion is fair and proper.

8. That the Association voice its sincere appreciation for the splendid services rendered by our Traveling Men's Auxiliary and that our membership be urged to coöperate with the organization in a very material way.

In this we concur and recommend.

9. That this Association expresses its sincere appreciation for the able services rendered our organization by its Executive Officers and Legal Advisor during the past year.

In this we concur and heartily recommend.

10. In conclusion, our president recommended Pharmacy for Pharmacists, and the carrying of the torch of progress and professional interest to the mile post ahead; that we give a full measure of coöperation to the officers of our Association, and that we remember always that we have reposed in us a large portion of public trust and confidence; and that in generations to come no one may say a member of the North Carolina Pharmaceutical Association was unfaithful to this obligation.

In this we concur and heartily recommend.

Respectfully submitted,

(Signed) J. A. GOODE, *Chairman*,
S. M. PURCELL,
S. E. WELFARE.

The report of the committee was adopted.

At this point President Eubanks resumed the chair.

PRESIDENT EUBANKS: I will appoint the following on the Nominating Committee to submit a ticket of candidates for office in 1928-29, the same to be voted upon by mail ballot: Messrs. C. C. Fordham, Sr., C. T. Durham, C. P. Greyer, E. V. Zoeller, C. T. Council, P. A. Lee, and E. F. Rimmer.

PRESIDENT EUBANKS: In my address I tried to show you that the wholesalers are our best friends. I know that in this list of wholesalers there is no better friend of druggists in this section than Mr. John Cal-

vin Ferrell, of the Peabody Drug Co., of Durham, whom I take great pleasure in introducing.

MR. J. C. FERRELL: *Mr. President, Fellow-Members, Ladies and Gentlemen:*

I don't feel that the speaker who is to address you needs any introduction, because you have received letters weekly, or monthly, or semi-annually from a man, formerly a professor at the University of Minnesota and editor of the *Northwestern Druggist,* whom as editor and druggist you selected to forward the move for the Headquarters Building. Two years ago it became necessary for our organization to look out for a good man for our secretary. We, therefore, selected and were successful in securing the services of Dr. E. L. Newcomb, and it is with great pleasure that I introduce him to you.

Dr. Newcomb chose as his subject: "A Practical Plan for Price Harmony." He reviewed the various methods of distribution in the wholesale drug world and also told of conditions in the retail field. The uncertainty that formerly existed in regard to the legal status of resale price agreements resulted in ruthless price cutting and general chaotic conditions. The speaker then discussed a number of Supreme Court decisions having a direct bearing on the drug industry and stated that the "Uncertainty previously existing had been largely dissipated and certain fundamental rights of manufacturers in their relationship to retail distributors have been established." He urged that all persons interested in the various branches of the drug industry make a serious study of the problems now confronting it so that there might be evolved a platform of business principles and fair trade practice. "We must clear up a lot of mooted questions such as 'Cash Discounts,' 'Free Goods,' 'Trade Discounts,' etc.," Dr. Newcomb declared. "There can be no uniformity of practice until we have finished with the job of getting a majority of all of the parts of this industry to think uniformly of their problems." The time is not ripe for the industry to get together while the manufacturers, wholesalers, and retailers have not settled among their respective groups such questions as fair trade practice, etc. "Uniformity of Thought" must come before "Uniformity of Practice." He urged the appointment by the Association of a committee on Principles of Business Practice which would coöperate with those studying out a platform of business principles. He also asked the passage of a resolution endorsing the Druggists' Research Bureau.

At the close of this address President Eubanks thanked the North Carolina members of the National Wholesale Druggists' Association for giving the druggists the pleasure and benefit of Dr. Newcomb's message.

SECRETARY-TREASURER BEARD: I should like to read the Resolutions suggested by Dr. Newcomb on the Principles of Business Practice and I move they be adopted.

Whereas, the problems of distribution in the drug field concern all branches of pharmacy and

Whereas, there is a distinct lack of unanimity of thought and opinion relative to the factors which relate to price stabilization and

Whereas, retail pharmacists are no more united in their views than other groups; therefore, be it

RESOLVED: That the North Carolina Pharmaceutical Association direct its incoming president to appoint a committee on Principles of Business Practice, the function of which shall be to work within our legal rights on the preparation of a Platform of Business Principles containing planks dealing specifically with the correction of uneconomical practices and which will lead to constructive merchandising in the interests of the drug industry and the public, preliminary draft of same to be presented at the next meeting of this Association.

Mr. Beard's motion was seconded by Mr. S. E. Welfare and carried.

At this point a resolution was introduced and passed endorsing the Druggists' Research Bureau.

DR. E. L. NEWCOMB: I want to express my appreciation of the action of the convention, and to assure the Association that my services are yours during the next five-year period.

SECRETARY-TREASURER J. G. BEARD: *Mr. President and Fellow Members of the Association:*

It seems almost impossible to believe that the next speaker, looking so young, could have been the first traveling representative for E. R. Squibb and Sons. He is a phar-

macist, having served his apprenticeship in Milwaukee. He later studied pharmacy at the Illinois College of Pharmacy, now affiliated with the State University of Illinois. He began his connection with E. R. Squibb and Sons in 1904 as their first salesman, and has been promoted again and again until he is now Director and General Sales Manager of the company. It gives me great pleasure to introduce to you Mr. R. D. Keim, of New York City, who will address you on the subject, "The Economics of Price Standardization."

Mr. Keim stated that the welfare of the three partners in the business world—the legitimate and honest manufacturer, the wholesaler and the retailer—is being menaced by "predatory price-cutting," which destroys the good will established by the manufacturer and undermines or destroys honest service and honest dealings on the part of the wholesaler and of the retailer; and which permanently injures the earning power of any wholesale or retail business, as well as demoralizes the sense of values on the part of the consuming public. He differentiated between special sales yielding a margin of profit, and the offering of the same articles below cost. The price cutter cannot exist upon sales made below cost and, therefore, he must save himself by seizing upon methods of substitution. Price standardization protects the consuming public against fraud. Legislation is not the sole remedy for price cutting. The three partners in the business world must battle for honesty in trade. It is up to the manufacturer to adopt a policy that will protect his customers; the wholesaler should scrupulously respect the manufacturers' wishes; and there should be an active and enthusiastic support by retailers of the wholesalers and manufacturers who are sacrificing a share of their profits for the cause. National advertising is a commanding force in educating the public that standard advertised merchandise commands standard prices. In conclusion, Mr. Kleim showed a series of charts analyzing the retail drug business. He declared that better merchandising methods will greatly increase the annual expenditures of the average family in the drug store.

PRESIDENT EUBANKS: I am going to suspend rules just for a moment. We have with us this afternoon a very interested listener to the addresses. He is the negro janitor at the Pharmacy Building at the University and has watched the comings and goings of a great many pharmacy students. He is very much interested in pharmacy and came here today to be present at the convention. I take pleasure in introducing to you "Uncle" George McCaulay.

"UNCLE" GEORGE MCCAULAY: *Mr. President and members of the organization:*

It afford me great pleasure to be with those who are doing the great work of the convention. I want to endorse what your worthy friend has said. I have worked fifteen years or more at the Pharmacy Building and have done my best to make somebody a man. I have been glad to be there and I have worked in love and in union. I want the young men for whom I have worked to go on and on, and to them I want to leave one word—to go on with courage and ambition. I haven't much to say. (Applause).

At this point the Secretary-Treasurer presented the following applications for membership in the Association: Messrs O. R. Black, Bessemer City; M. L. Jacobs, Chapel Hill; H. Mitchell, Raleigh; W. G. Thomas, Jr., Varina, and A. M. Fleishman, Fayetteville, (Associate).

These members were duly elected.

Upon motion the meeting adjourned until Tuesday evening at 8:00 o'clock.

Third Session

The third session was called to order by President Eubanks at 8:00 o'clock on Tuesday evening. The President then asked Mr. J. A. Goods to introduce the speaker of the evening.

In a few well chosen words Mr. Goode spoke of the history of price cutting and then introduced to the audience, "Our friend and president of the Armand Co., Mr. Carl Weeks."

Mr. Weeks first welcomed five new members into his Order of the Paris Handkerchief by presenting silk handkerchiefs first

to the oldest member of the Association, Mr. H. R. Horne, and then to President Eubanks, Secretary-Treasurer Beard, Local Secretary Edwin Nowell, and Miss Alice Noble. He closely held the attention of his audience for more than an hour to a talk, happily combining anecdote with fact. He sketched the history of the Armand Co., telling how he secured from a mine in Italy the talc used by his company. He explained carefully the policy of his firm and declared that the Armand Company had always protected the dealers. It had always been his policy to match his expenditures against the druggists' investments. He told of his experiences with mail order houses who insisted on quoting prices on his products, even though he would not sell to them and also of how the matter was settled. He declared that his firm was the first to adopt a "100 per cent dealer policy." In conclusion, he stated that the druggists had always been his friends and that he hoped this friendliness would continue to grow.

Upon motion the meeting adjourned.

SECTION MEETINGS

The Proprietors' Section

The meeting of the Proprietors' Section was called to order by Chairman C. C. Fordham, Sr., at 10:00 o'clock, Wednesday morning, in the Ball Room of the O. Henry Hotel.

The meeting was opened with a prayer by Rev. M. S. Hinkle, pastor of the Friends church.

CHAIRMAN FORDHAM: *Fellow Retail Druggists of North Carolina, Ladies and Gentlemen:*

This is my first opportunity to acknowledge the honor that has been bestowed upon me in choosing me to preside over this, the first meeting of the Proprietors Section of the North Carolina Pharmaceutical Association. I accept the responsibility with hesitancy because of a consciousness of my own inaptitude.

At the outset I wish to express the hope that this session may resolve itself into a fruitful discussion of the vital problems of the proprietors of retail drug stores. Our interests are parallel, so I hope that its meeting shall be one of mutual profit and helpfulness.

No doubt most of you are familiar with the new plan of organization, but for the benefit of those who are not, I will attempt to outline its nature and purpose.

The new plan, which is based on the idea of sectionalization, was adopted at the Blowing Rock Convention in 1925. On account of failure to organize the various sections at that time, we have had no occasion to put the new scheme into operation prior to this meeting. The association is now divided into four sections, namely, The Wholesalers Section, the Traveling Salesmen's Section, the Proprietors' Section, and the Clerks' Section.

This plan was adopted with a view to providing an organization better fitted to handling special problems. It carries the thought that these four branches of the drug business have problems peculiar to themselves which can best be handled by the sectional plan of organization.

The respective sessions can give special attention to special problems, while the general association remains to give unity of purpose to the groups as a whole.

Each section may present to the Association sitting in general session, for its consideration and action, whatever resolutions it may adopt with reference to the needs of that particular group. At the present moment the Association is meeting by sections. We proprietors in the retail trade are here on a common footing. Anything relevant to the administration of the retail drug business from the proprietors standpoint is a proper subject for the deliberation of this body.

In making my brief introductory remarks I entertain no intention of covering the whole field of our interests, nor shall I attempt to discuss at length the problems that occur to me as most important for your consideration at this time. I shall simply submit to your attention a few matters of common concern to our section.

There are two well defined trends in the retail drug business today. One is the old professional aspect of pharmacy wherein greatest stress is laid upon the conduct of

the business upon a professional basis with first thought to the practice of pharmacy. The other is the modern development of scientific merchandising by people engaged in the drug business. In the latter case professional pharmacy is thrust into the background. One of the moving forces behind this modern trend is the belief that it is made necessary by the competition of department, cut-rate and chain stores in exploiting a legitimate field of the retail druggist. It is a common practice by these competitors to seek public favor by offering popular standard merchandise at or near cost as a lure, the ultimate purpose of which is to provide an opportunity to sell unknown, non-standard but fancy labeled merchandise at fabulous prices.

I offer no remedy for this situation but am hoping that the discussion to follow will be beneficial toward that end. The movement of some of our leading manufacturers in an effort to control the distribution and resale prices of their products by legislative enactment is worthy of our serious consideration, and I believe that we retailers will make a serious mistake if we fail to accord them any coöperation that will aid them in bringing about this enactment.

A matter of concern to the general public, as well as to us, is the privilege now open to men without knowledge of drugs or the profession of pharmacy to own and operate retail drug stores. The exercise of this privilege is a serious menace to the public. Under the present situation in North Carolina a customer has no way of knowing whether he is receiving the services of a trained pharmacist or a man without any professional knowledge at all. It is not doing justice to the public to allow any man to own and conduct a retail drug business who is not a man of unquestioned character and one duly qualified by professional training.

To become a licensed pharmacist in North Carolina today a man must have had four years training; he must have the character qualifications required by the Board of Pharmacy; and must have passed an examination given to him by the Board. That involves a great deal of time and expense. And yet under our law a man without knowledge of drugs or professional training may own and conduct a drug business so long as he employs a registered clerk. What is the effect of such a gap in the law? It simply means that the professional man in a drug business and all else of a professional nature may be submerged under the untrained direction of a man who, without the qualification that in justice to the public he ought to have, actively conducts the business.

A further unfavorable implication of that practice is its tendency to turn promising young men away from pharmacy as a profession. It is certainly not inviting to a young man to think that after years of professional training he is likely to occupy the position of a clerk in a chain store as the employee and under the direction of men utterly without knowledge of the profession or its obligation to the public. I am not questioning our standards for entrance into the profession at this time, but I do want to call attention to the situation we have just been considering. *If pharmacy is to endure as a profession, in my opinion, it must be controlled by pharmacists.*

The needs of modern society demand more than ever before that there be better coöperation between the different elements of our economic and business organization. This is demonstrated by the relation of manufacturers and jobbers to the retail druggist. If they treat openly and squarely with each other, it will profit all parties. I believe that manufacturers and jobbers as well as retailers should be classified into two groups, the friendly and the unfriendly. Some manufacturers fix the margin between the wholesale and retail price of their products at a level below the cost of doing business; others are playing favorites with the competitors of independent stores. They should as a right be classified as unfriendly. Classify them as such, and coöperate with friends. Coöperation must work from both sides, all down the line from producer to consumer.

In our discussion, it is desirable that we all engage freely, both in presenting our individual problems for the deliberation of

the body, and in adding our ideas to the consideration of the problems of the others here. (Applause).

Upon the motion of Mr. J. P. Stowe the Chairman's address was referred to a committee.

Messrs. C. L. Eubanks, G. K. Grantham and I. W. Rose were appointed on this committee.

Chairman Fordham then appointed the following committees:

Resolutions: Messrs. J. A. Goode, E. L. Tarkenton, and S. M. Purcell; *Nominating:* Messrs. J. P. Stowe, P. A. Lee and J. G. Ballew.

The report of the Secretary of the Section was next called for, but as this was the first meeting there was no report.

Chairman Fordham: The next order of business is the reading and discussion of papers. I shall first call on Mr. J. P. Stowe to read a paper on, "The Effect of Legislation Regulating Distribution and Re-Sale Prices by Manufacturers on the Retail Drug Business."

Mr. Stowe first took up the Capper-Kelly Bill and stated that just what effect the Fair Trade Bill will have on the retail trade is hard to determine. Continuing he said, "I don't believe retail druggists will know what trouble is in store for them until the bill is passed." He then recounted the history of the cut rate practice from the time thirty-nine years ago when Mr. Jacobs opened up the first chain drug store in Atlanta, until today when we are beginning to feel it in North Carolina. He stated that people are going to "buck" when the national government passes a law prohibiting them from getting certain goods at cut rate prices. When the law goes into effect the large mail order houses will have at least ten new grades in each branch to explain why they cannot cut prices on old lines. However, Mr. Stowe prophesied, in the long run, business will be on a more satisfactory basis, but that it will never be put back on the basis it was ten years ago. Aggressive merchandising is here to stay and present-day competition will have to be met with modern merchandising.

Mr. C. P. Greyer: We all know that there is but one rule in life and that rule is honesty. You can make all the laws and regulations you want to, but until you educate the public to expect honest merchandising all laws are cast to the winds. Some manufacturers that are yelling honest prices the loudest already have lots of lower priced substitutes ready to put on the market when the Fair Trade law is passed. The public is not educated to expect honest merchandising and to deal with the honest man. If the druggists of the United States would spend half the money to educate people for honest merchandising as they are spending for laws regulating honest prices, they would accomplish five times as much. There is only one thing to do. Bring more men into the drug business with principles of honesty and integrity who will do their part toward educating their communities for honest merchandising.

Mr. P. A. Lee: I have enjoyed the discussions. I come from a small town where there is no cut rate problem. While I think national legislation effective for large cities where there are cut rate problems, there is no need for it in the small towns. A great many of our druggists are not laying sufficient stress on the drug store items on which prices are not cut—on the prescription line, for instance. Of course, we have to sell articles called for, but we should push articles on which the prices are not cut.

Mr. J. A. Goode: I believe that pharmacy belongs to pharmacy, but men, there is one thing about this cut rate proposition—don't get mad about it. It is just a new arrangement in merchandising. Druggists with modern merchandising ideas find out every honest corner that can be cut and go to it. Mr. MacLean, who was the greatest cut-rater in Chicago and who sold out for $1,250,000, never sold more than 15 per cent. of the articles in his store at cut prices. He went ahead merchandising on the rest of the store. I believe that any retail druggist can merchandise. Departmentize your stores. Put men actually in charge of each department. If you do this and merchandise, there is no reason to worry about the rent.

Chairman Fordham then asked Mr. E. V. Zoeller to discuss the question, "Should the Ownership of Drug Stores be Confined to Trained Pharmacists?"

Mr. Zoeller stated that this law had not been in operation long enough in the states trying it to find out the effect of the measure. He showed that New York, Illinois, Pennsylvania, Massachusetts, and Rhode Island have such laws and cited from the Pennsylvania law. He also said that pharmacy ownership laws were in effect in Continental Europe. In view of the fact that the idea is such a new one in this country he suggested that the matter be referred to a committee to report back at the 1928 meeting.

MR. E. L. TARKENTON: I am a great believer in honest merchandising and in a pharmacy ownership law. I think the Pennsylvania law ideal.

MR. I. W. ROSE: In this discussion on the ownership bill there doesn't seem to be any particular expression of what attitude this section should take toward it. We should express an opinion so that the resolutions committee may frame our views to present to the general Association.

MR. F. W. HANCOCK: It seems to me that it would be a good idea to delay taking action on this bill until our new registration law has been in effect for a year. We may find that we do not need an ownership law.

After considerable discussion a motion was made, seconded and carried instructing the Resolutions Committee to draw up a resolution for an ownership law, the same to be submitted to the next meeting of the Proprietors' Section on the following morning.

Mr. Fordham then asked for a discussion on the subject, "Advantage of Coöperation Between Retailer, Proprietor and Manufacturer."

There was no discussion on the subject.

Upon motion the meeting adjourned to reconvene Thursday morning at 9:00 o'clock.

The Clerks' Section

The Clerks' Section was called to order at 10:00 o'clock Wednesday morning by Chairman B. H. Wolfe in the Lounge of the O. Henry Hotel.

The members were led in prayer by Mr. F. W. Hancock.

The next order of business was the address of the Chairman of the Section.

CHAIRMAN WOLFE'S ADDRESS

Fellow Members of the Clerks' Section:

This is a very happy occasion to me and I am sure it must be for every drug clerk in North Carolina because it marks a definite step toward the realization of the dreams of what might be called the underdogs of the Association. I call the clerks the under-dogs because since its inception the Association has existed primarily from the proprietors point of view. I do not mean to say that the Association has not been interested in the profession as a whole and would not have been willing always to give consideration to the problems of the clerks, but, because the clerks had no spokesman or leader heretofore, they have been left to work out their own salvation, and as a consequence have not developed in keeping with their possibilities. So I say again that the creation of this Clerks' Section is a very forward step and one in which I am doubly proud. First, because viewing the situation from the clerks' standpoint, I am very proud to see the clerks take their places in the Association with the men who have carried on so valiantly and successfully in its past and present. In the second place, I am proud of the fact that I have the honor of being your first section chairman. I confess that mediocre ability and utter lack of Association work have handicapped me very seriously. However, whatever errors or misjudgments have been made by me certainly cannot be charged up to a lack of enthusiasm and interest in the project.

I should like to pay my tribute to the man who has championed the movement for a Clerks' Section for the past several years and who is directly responsible for its creation. This man has on every occasion shown himself to be allied with the movement and reforms which he considered would bring the greatest benefits to the greatest number. I would, therefore, recommend

that the secretary be instructed to write into the minutes of this section an appreciation of the interest of Mr. J. G. Beard in the Clerks' Section.

I should like to see this section grow into one of the most important factors in the Association and I believe we can easily accomplish this. To this end I recommend that this section concern itself primarily with increasing the efficiency of its members. This can be done in a number of ways: (1) by the presentation at the annual conventions of such papers and queries as shall be guides to us as clerks to the end that we may better serve our profession and our employer. It can be done by the section lending its endorsement and support to such measures as shall tend to enhance the profession in the eyes of the world, and by fighting with determination such measures as shall tend to discredit our calling. Increasing the efficiency means a great deal more than we imagine at first. When we increase our efficiency we naturally increase our earning capacity, and by increasing our earnings we increase our capacity for service as citizens. After all, my friends, doesn't our peace of mind and consequent happiness and contentment depend to a more or less degree upon our ability to be of service to our nation, our state, our cities, and always to the individuals among whom we have to live? Therefore, I say let us concentrate our efforts on this most important subject and be willing always to go to a little trouble or to spend a little time and money, if necessary, to further this cause.

I should like very much to see a plan worked out at this convention whereby the Association would sponsor the formation of county or local associations. I can see no reason in the world why such drug centers as Greensboro, Raleigh, Durham, Wilmington, Winston-Salem, Salisbury, Charlotte, Asheville and possibly other cities of the state, should not have active association meetings at least once a month. They might be moulded somewhat after the various civic clubs with one or more members responsible for the program. We will derive great benefit from the formation of such associations, both from a personal and professional standpoint. In this way we can get a great deal of very desirable publicity that cannot be obtained otherwise. At the same time we are very materially strengthening our State Association as we are keeping pharmaceutical interest at a very desirable level all during the year instead of having it at its peak in June and the balance of the year having it varying up or down. I understand that there are a number of active county associations already, but we need to cover the state with them. In this way we could get immediate, concerted action on any drug problem that should come up.

I have had some correspondence with Mr. P. J. Mandabach, Secretary of the National Association of Drug Clerks, with reference to our affiliation with that organization. He advises me that the regular price of membership is five dollars annually, but if our State Association will sponsor membership, we can get in at a two-dollar rate, which includes a subscription to the clerks' magazine. I am sure that the magazine itself will be worth the two dollars to any of us aside from the fact that we are linking up with a national association through which much good can be accomplished. I will leave this matter with the Resolutions Committee for consideration.

I would like to call your attention to an article in the *Druggists Circular* for May, which I am sure most of you read and which I think it is advisable for this section to discuss. It is written by Dr. Arny and is entitled, "Interneship in Pharmacy." Due to the very high entrance requirements of our pharmacy colleges it appears to me that we are demanding too much of the drug clerk in the way of experience in a drug store. In other words, when a young man graduates from high school, which is one of the requirements, he must put away his books and devote three years of his life to getting drug store experience so that when he graduates he can stand the State Board. Now, as most of you know, this three years of so-called experience gives a young man only a very superficial knowledge of the art. It does, however, give him a general outline of the business and what is expected of a man in the store. Dr. Arny is advocating that

we split up this experience and let the first two years be had before entering college and the other year come after graduation. I think you can at once see the logic of this proposition. Spend the first two years getting a general outline of the business, the next two years getting the theoretical side and then one year as an interne to learn the finer points in pharmacy by putting into practice under the direction of registered men the practical and theoretical knowledge obtained in the store and college. In this way we will not only turn out better pharmacy but we will attract to the profession a high type of young men who are now passing us up for more easily obtained objectives. This change in my estimation is for the advancement of the profession, I am recommending that we endorse Dr. Arny's proposition. (Applause).

At this point a motion was made, seconded and carried that the thanks of the Section be given Mr. J. G. Beard for his help and staunch support of the section plan.

The Chairman then appointed the following committees: *Resolutions:* Messrs. W. L. Lamar, *Chairman,* W. D. Ellis, and P. J. Melvin; *Nominating:* Mr. J. H. Best, *Chairman,* Miss Mattie E. Smith and Mr. E. R. Toms.

CHAIRMAN WOLFE: We will next have a report of the Secretary, Mr. P. J. Melvin.

Secretary Melvin's Report

At the 1925 meeting of the North Carolina Pharmaceutical Association at Blowing Rock, the delegates voted to create four sections in the organization, to be known as Proprietors, Clerks, Wholesalers and Travelers. However, the action came so near the end of the convention that the idea was not organized into a workable plan. Following the 1926 meeting, however, officers for the various sections were elected and Mr. B. H. Wolfe, of Charlotte, was chosen to head the Clerks' Section with Mr. P. J. Melvin, of Fayetteville, as secretary. Chairman Wolfe immediately appointed Mr. J. H. Best, of High Point, as chairman of the Papers and Queries Committee of the Section. Mr. Best in turn completed the committee with Miss Mattie E. Smith, of Charlotte, Mr. C. D. Stowe, of Asheville, and Mr. W. D. Ellis, of Greensboro.

On February 23, 1927 there were mailed from the office of the Secretary letters to every clerk in the state for the purpose of ascertaining the attitude and sentiment among the clerks concerning the project of a Clerks' Section of the Association. The result was as follows: (1) That in the opinion of the clerks as members of the Association and in its behalf a Clerks' Section would be an asset to the organization; (2) That the coöperation with the Association of a well organized Clerks' Section would be keenly felt in the protection and advancement of the profession in general; and (3) That the clerks themselves would be better satisfied with such a medium as their representation in pharmacy.

Inasmuch as the pharmacist-clerks are interested in organizing a Clerks' Section, the chairman has called this meeting and through the endeavors of the Papers and Queries Committee a program has been arranged for the occasion.

I should like also to submit a statement of the expenses incurred by the Section up to this time.

Expenses including printing and postage	$19.75
Less contribution of stationery by Mr. T. H. Walker	3.75
Total	$16.00

(Signed) P. J. MELVIN, *Secretary.*

Following the reading of this report, a resolution was passed asking the Executive Committee of the Association to pay for the expenses incurred by the Section.

Mr. C. C. Fordham, Jr., of Greensboro, next read a most interesting paper on "Advertising." After giving a very comprehensive definition of the term, he took up at length the three methods of interest to the druggist. The first he said, "is advertising directly connected with the store such as window and interior displays, cleanliness, buying stock in proper amounts to get an ideal turnover, buying advertised goods, and

using preparations of gennine merit under his own label.'' The second method is the advertising that goes directly into the customer's home, while the third classification is such advertising as newspaper notices, telephone service, billboards, etc.

Mr. W. L. Lamar, of Albemarle, then took up the subject of the ''Problems of the Clerks as Related to the Problems of the Proprietor.''

Mr. Lamar stated that there was need for promoting a spirit of better understanding and more complete coöperation between the clerk and the proprietor. Every clerk should be interested in his position as every druggist hopes to become a proprietor, and after all the problems of clerk and proprietor are in many ways the same. Clerks should always study the drug business. Every clerk wants a fair return on the investment he has made for a pharmaceutical education and the best working conditions commensurate with good business principles. The clerks want to take their rightful places in society and be looked upon as a professional class and not as cogs in a machine. The proprietor demands the same rights. A clerk should make the perplexities of his employer his own.

Following this Mr. Carl T. Durham, of Chapel Hill, read a paper on ''What the Customer Wants.'' In taking up his subject he stated that all customers have the same fundamental wants. All demands can be listed under the one term, ''Service.'' A druggist should try to calculate the selling cost of a transaction from the first advertising to the final delivery of a satisfactory article. A satisfied customer must not only like the purchase, the atmosphere in which the buying has been done, the druggist from whom the purchase has been made, but he must like himself better at the end of the transaction. Indifference and ignorance, both of merchandise and selling methods, account for 90 per cent of the major ills in the drug business today. Every clerk should coöperate with the owners of drug stores to offer the best service to the consumer.

At this point Mr. G. K. Grantham, Sr., in a very humorous talk, gave some excellent fatherly advice to the clerks from the point of view of the proprietor.

Miss Mattie E. Smith, of Charlotte, then read a most valuable paper, entitled, ''Miscellaneous Notes on Dispensing and Apparatus.'' As a preface to this paper Miss Smith stated that she was presenting the paper with the hope that others would bring their distinctive ways of dispensing to the attention of druggists. She also recommended that the editors of the Carolina Journal of Pharmacy devote a page occasionally to dispensing. Miss Smith took up nine methods that she had found helpful in the prescription department for keeping apparatus conveniently placed and in good condition, and then outlined fifteen aids in dispensing.

At the conclusion of this paper Miss Smith was elected dispensing editor of the Carolina Journal of Pharmacy.

There being no further business the meeting adjourned until nine o'clock on Thnrsday morning.

Scientific Section

The Scientific Section was called to order Wednesday afternoon at 2:30 by Chairman E. V. Kyser.

The first order of business was the address of the Chairman.

Chairman Kyser's Address

There has been no record of the activities of the Scientific Committee since the 1924 meeting when President Stowe appointed Messrs. A. P. Westbrook, Roger A. McDuffie and E. V. Kyser as a committee to formulate a program of scientific interest. The Scientific Committtee presented a program at the Blowing Rock meeting in 1925. The papers and addresses presented there were printed in the Proceedings for that year. I was unable to be present at the New York meeting, although I did send out letters requesting that papers be presented at the convention. Only one responded to the call, Mr. C. A. Russell, who prepared a paper on ''Peppermint,'' but through some inadvertency it was not called for, so the activities of last year were practically nil. This year we were asked again to create a Scientific

Section and in this connection, *Mr. President,* I wish to recommend that this committee from now on be called a "Scientific Section," with its officers duly appointed by the President, as has been done in the past, and that it shall continue to meet as this year as a distinct section devoted to Scientific Pharmacy.

This year we sent out two letters to every pharmacist in the state asking for coöperation toward making this section a permanent thing for our organization. These letters were paid for by an individual North Carolina firm. I recommend that in the future, that since this Association has divided itself into sections, that there shall be an appropriate amount allotted to these various sections to at least pay for the postage and the letters which are sent out to the members of the organization, rather than depending upon some firm or individual willing to contribute the necessary amount.

I was particularly interested in the last part of the President's address yesterday in which attention was called to the professional side of pharmacy. I was more than elated that there was a general professional theme throughout all of our yesterday's sessions. The addresses, particularly those of the out-of-state speakers, went back to the old underlying principles of professionalism. It is indeed encouraging to have them show that the prescription department, whether it pays or not, is certainly worth while.

I am particularly interested in trying to develop what I think the Scientific Committee was organized to do, and that is to create not only professional and scientific interest among our members, but to foster and, if I may say it, offer a scheme of publicity that will educate the people to such an extent that they will know that we, as pharmacists, rank as a profession comparable with all learned professions. I know that this is a rather difficult thing to do. I have seen three years of my labors almost cast away. Within the three years we have not had a response from any registered druggist or any clerk in a North Carolina drug store.

The work has been kept alive through the efforts of men who were vitally interested in pharmacy as a profession. I recommend that the incoming president appoint another chairman of this committee. I have served for three years and I think by rotation we will perhaps get a better interest in things scientific. I talked this matter over with Secretary Beard and he was of the opinion that if we made this move the Scientific Section would perish. We are both of the opinion, since we have not had the support of pharmacists, that this little group, interested in pursuing this program of scientific research and the building up of a professional status for pharmacy in North Carolina, should receive more support from the members of the Association. If the pharmacists are not sufficiently interested in the promulgation of a professional program to contribute to this section or to keep it alive, then I think perhaps it should perish.

On the other hand, I believe we should rotate this office, say among members of the State Board or members of the Association who believe in the tradition of pharmacy. We may then get more support from the members of this Association. I had a response from one of the letters sent out to the members of the Association asking for contributions of papers. It was an anonymous response and I always disliked anonymous things, but in this connection let me say that this is the first year that we have had any response at all. We have had ten or fifteen responses this year—all negative. The man who anonymously replied wrote on the margin of the letter we sent out, "Am not interested in this ethical part of our interests. Give us more talks on merchandising. Not 3% of the druggists care for their prescription department." I do not believe that this statement is true.

I also recommend that a committee of retail pharmacists be appointed to attempt to create interest among the druggists of the state and work in coöperation with the little nucleus now interested in scientific pharmacy.

I further recommend that since we have at Chapel Hill a branch of the American Pharmaceutical Association that we expand the activities of this little group to include the members of the N. C. P. A. so that we

may make the American branch a state-wide organization. I further suggest that after we have made this expansion, we entreat the North Carolina Academy of Science to adopt this organization as a part of its Academy and that we be duly authorized to call our meetings once a year to be present and to be a part of the North Carolina Academy of Science. (Applause).

Mr. M. L. Jacobs then presented a paper on "Oil of Chenopodium."

Mr. Jacobs gave an account of the production of oil chenopodium or American worm seed which he stated was obtained from an annual perennial herb (Ambrosiodes Anthelmenticum), naturalized from Europe, and found in waste places from Ontario to Wisconsin, New York to Florida, Texas and Mexico. Beginning with the crude methods of distillation prevailing over a hundred years ago in which iron pots with soap stone covers were used in Maryland, he showed the evolution in the method of production with an account of steam distillation which is in vogue today.

He stated that until recently it was generally thought that the successful cultivation of worm seed would have to be confined to a narrow strip of land fifteen miles wide and four miles long in Carroll county, Md., where practically all of the oil was made but that upon investigation it was found that oil of good quality could be obtained from plants in Virginia and Illinois—that the quality of oil depended largely upon the method of distillation and not the particular location where grown.

He further gave the procedure in planting the crop in early spring, the cultivation, harvesting, and curing before distillation. He said there was about 60,000 pounds produced yearly and the oil was used mainly by the Rockefeller Institute as a vermifuge for the elimination of hook worm in the South.

The next paper was by Mr. G. A. Russell, entitled, "Peppermint: Its Production in the United States."

This was an illustrated lecture on what is being done in North Carolina particularly with the cultivation of the so-called Japanese peppermint. Mr. Russell pointed out that the Vick Chemical Co. has been experimenting with the production of Japanese mint in the United States, particularly in North Carolina, for several years, and now they have their planting stock to the point where expansion is reasonably certain within the next two years. He showed by the use of slides the growing and distilling of American and Japanese mints, and finally stated that within a reasonable time and with fair weather conditions the United States would be free from the monopoly which Japan has on the cultivation of Jap mint on which we depend for our menthol supply.

Mr. J. G. Beard: I should like to be permitted to divert from the usual order of business and introduce to you the first woman to receive license in North Carolina as a druggist. She is the wife of a druggist and her brother is also a druggist. Two of her sons have secured license to practice pharmacy in this state. One of her daughters married a druggist, and one of her sons married the daughter of a pharmacist who also has a brother that is a druggist. I take pleasure in presenting Mrs. P. B. Kyser, of Rocky Mount.

Mrs. Kyser graciously acknowledged the introduction.

Chairman Kyser: In furthering the aims of the Scientific Section, we have made an endeavor to secure men of national reputation to address the section. At Blowing Rock we had the pleasure of listening to Dr. A. L. Walters. This year we had arranged to have two men who are experts in their fields. Unfortunately Dr. Stockberger could not come, but Dr. H. C. Fuller is here and I am asking Mr. Russell to introduce the speaker.

In a few words Mr. Russell presented Mr. Fuller to the audience.

Mr. Fuller spoke on the subject, "Researches on Cascara and Other Botanical Drugs". He stated that the pressure of business today allows the druggist little opportunity to give more than a cursory consideration to some of the basic elements of the materials he handles. That he may have a hobby for botany or for compounding or for analyses, but that as a rule he is too

busy to make them definite features of his work. Materia Medica, no doubt, was an interesting study during his training, but it is neglected after graduation and, while the druggist knows the important drugs and their uses, his general knowledge of the Materia Medica is not paramount with him unless that it be a hobby with him.

Mr. Fuller then pointed out that 75% of our nation's supply of crude botanicals are within a radius of 150 miles; that in tonnage the mountains of North and South Carolina make up by far the greater bulk of the native drugs entering commerce.

He also spoke particularly of Cascara Gensing, Golden Seal, Rhubarb and Frangula, saying that in a review of the literature of Cascara, Rhubarb, and Frangula, that these drugs all contain complex derivatives of Anthraquinone, and that their physiological action is due partly to these derivatives. He further stated that there is an opportunuity for a vast amount of research on other American botanicals which formerly enjoyed wide distinction; that in the last two revisions of the Pharmacopoeia there have occurred deletions of 31 of our native botanicals; that to-day there are but 15 American botanicals recognized.

Mr. Fuller concluded by making a plea that some patron will make it possible to carry on a systematic research concerning our botanicals before they are relegated to the discard and become so obsolete that their resurrection is hopeless.

Chairman Kyser then presented a paper on "The North Carolina Menhaden Fish Oil Industry." He gave a brief history of the industry, beginning from the crude methods early in vogue up to the present production under scientific procedure. He explained that the menhaden fish was typically an American fish found on the Atlantic coast from New York to the Gulf of Mexico. He described the manner in which the fish are caught and treated for the oil and scrap which are used extensively for fertilizer. He further gave something of the chemical composition of Menhaden and other fish oils and told of their uses. He finally pointed out the extensive operations in North Carolina telling of the other plants engaged and the value of their products.

Chairman Kyser also presented a short talk on Mentha *citrata,* and then introduced Dr. H. R. Totten, of the State University who delivered a paper on the botanical side of Mentha *citrata.*

The first part of the subject of Mentha *citrata,* that having to do with the chemical composition of the oil, the uses, yield and prospects of the cultivation in North Carolina was by Chairman Kyser, who said that the valuable chemical linalyl acetate which was present in the oil, also occurred in other odorous oils such as lavender, bergamot and others, and that bergamot offered an excellent source of this material which is used largely in perfumery. He gave something of the analysis of the oils from the planting of the last two years and a comparison of the oils from the cultivated and the wild varieties.

The second part by Dr. Totten, dealt with a bibliography of the plant, its description, origin and the localities in which it has been found. Dr. Totten stated that it was indigenous to Germany and the exact date of its introduction into America could not definitely be established, however, it must have been in the latter half of the nineteenth century. The plant had been known as Mentha *odorata* and also as Mentha *aquatica* before its present name was adopted. Dr. Totten showed specimens of the wild and cultivated varieties as well as other mints growing at Chapel Hill, and gave an interesting insight into the speculations as to when the wild variety grown in a spring bottom near Chapel Hill could have been introduced. He stated that the culture could be traced at least forty years. This work is being carried on co-jointly with Mr. A. F. Sievers, Bureau of Plant Industry, United States Department of Agriculture.

At this point President Eubanks took charge of the meeting.

PRESIDENT EUBANKS: We are very grateful to Chairman Kyser and his committee for the excellent program they have put on. We appreciate the amount of work and worry they have been put to in preparing this program. While Mr. Kyser was asking to be

excused from the chairmanship for another year, I felt like he was the best man for the job and that if we turned it over to anybody else the section would die.

There being no further business the meeting adjourned.

SECTION MEETINGS

The Proprietors' Section

The second session of the Proprietors' Section was called to order by Chairman Fordham at 9:00 o'clock on Thursday morning.

Chairman Fordham called for a report of the Resolutions Committee and Mr. J. A. Goode submitted the following recommendations:

We, your Resolutions Committee, desire to submit for your consideration the following resolution:

I

Whereas, it is the opinion of your committee that it is to the best interests of our Association to favor a Pharmacy Ownership Law for our state for the safety of the public health, and

Whereas, in our opinion, the Pennsylvania Ownership Law meets our need, and

Whereas, in our opinion, our membership wants favorable action by our Legislative Committee toward the enactment of this law, and

Whereas, it is to our certain knowledge that in the states having a similar law that the measure has operated to the benefit of the public health and that prior to its enactment the lives and the health of the communities were seriously menaced through the sale of medicines by the enormous trusts now in existence and operating certain chain stores who have no personal interest in the supplying and compounding of medicines. Many of the gigantic trusts dissolved by the Sherman Anti-Trust Law as manufacturers have now entered the field of medicine and threaten to eliminate through deceptive practices the independent pharmacies so necessary to the lives and health of our citizenship.

Therefore, be it resolved that this committee urge a thorough discussion of the above mentioned bill at our next annual meeting to the end that our membership may be fully informed as to its provisions.

Be it further resolved that a copy of this bill be printed in the CAROLINA JOURNAL OF PHARMACY, and that a special issue be devoted to its discussion.

II

Whereas, it is a practice of our Association under the newly revised plan to appoint a Resolutions Committee from the Proprietors' Section, and

Whereas, this Resolution Committee will be more proficient provided the resolutions offered are in written form, we urge that this be made a requisite to the introduction of any resolution.

Therefore, be it resolved that no resolution shall be considered unless submitted in written form.

Respectfully submitted,
(Signed) J. A. GOODE, *Chairman*,
E. L. TARKENTON,
S. M. PURCELL.

It was moved by Mr. W. W. Horne, seconded, and carried that the resolutions be acted upon separately.

MR. I. W. ROSE: I don't think we ought to commit ourselves to the Pennsylvania Law yet. I would suggest too that we refer to "certain interests" instead of "enormous trusts," and that we substitute the words "These interests" for "Many of the gigantic trusts . . . as manufacturers." It seems to me that the idea of the resolutions is to get the ownership law before us.

There was further discussion of the resolution participated in by Messrs. R. K. Blair, G. K. Grantham, J. A. Goode, and F. W. Hancock, the members indicating that ownerships laws should be thoroughly studied before the North Carolina Association takes any definite action in the matter.

Secretary W. W. Horne was then asked to read the fourth and fifth paragraphs of the Resolution with the amendments suggested by Mr. Rose.

Secretary Horne read as follows:

Whereas, in our opinon, our membership favors favorable action by our Legislative Committee toward the enactment of a similar law, and

Whereas, it is to our certain knowledge in the States having enacted a similar law that it has operated to the benefit of the public health, and that prior to its enactment that the lives and health of the communities were seriously menaced through the sale of medicines by certain interests now in existence and operating certain chain stores who have no personal interest in the supplying and compounding of medicines. These interests have now entered the field of medicine and threaten to eliminate through deceptive practices the independent pharmacies so necessary to the lives and health of our citizenship.

Mr. I. W. Rose moved that the resolution as amended be adopted.

The motion was seconded and passed.

The second resolution presented by the Resolutions Committee was then adopted without discussion.

Mr. J. P. Stowe, chairman of the Nominating Committee, presented the following for officers of the Section for 1927-28: *Chairman,* W. W. Horne; *Vice-chairman,* E. F. Rimmer; and *Secretary,* C. E. Fitchett.

Upon the motion of Mr. J. A. Goode, duly seconded by Mr. C. L. Eubanks, the report of the Nominating Committee was accepted.

Mr. C. L. Eubanks commended Chairman Fordham upon the quality and spirit of his address before the Section.

There being no further business the Section adjourned.

The Clerks' Section

Chairman B. H. Wolfe called to order the second session of the Clerks' Section at 9:00 o'clock.

The Nominating Committee presented the following for officers for 1927-28: *Chairman.* B. H. Wolfe; *Vice-chairman,* Carl T. Durham; *Secretary,* P. J. Melvin; and *Assistant Secretary-Treasurer,* C. C. Fordham.

The report of the committee was adopted.

The following resolutions, presented by the Resolutions Committee, were then adopted:

I

Whereas, the Association has seen fit to recognize the clerks, and

Whereas, the proprietors have shown a very decided interest and given us every coöperation, therefore, be it

Resolved that the Clerks' Section tenders its sincerest thanks for this recognition.

II

Whereas, That as a rule it is impossible for the clerk and the proprietor to be away from the same business at the same time, and

Whereas, this section believes its attendance is retarded by this circumstance, be it, therefore,

Resolved, That the Executive Committee of the Association be asked to consider carefully this handicap in arranging the annual program of the convention and the program of the Clerks Section be scheduled on a day other than that of the Proprietors Section.

III

Whereas, there exists a very urgent need for cooperation among druggists of the state, and

Whereas, organizing of secondary or local associations is a very acceptable way of obtaining this coöperation, therefore, be it

Resolved, That the Clerks' Section recommend that the Association sponsor the formation of such organizations, and be it further

Resolved, That it is the sense of this section that this can be best obtained by the appointment of a committee on local associations whose duty it shall be to assist and formulate plans for the organizing of such associations.

IV

Whereas, there exists unfair practices in trade which are detrimental to the drug stores, and

Whereas, the Capper-Kelly Fair Trade Bill offers relief from this evil, therefore, be it

Resolved, That the Association go on record as favoring its adoption.

V

Be it Resolved, That the Association go on record as favoring the Druggists' Research Bureau.

VI

Be it Resolved, That the Association go on record as favoring the limiting of drug store ownership to registered pharmacists as sponsored by a drug store ownership bill.

VII

Be it Resolved, That the Clerks' Section offer its sincere thanks to the Traveling Men's Auxiliary, the local druggists, and all others who have made our stay in Greensboro most pleasant.

There being no further business the meeting adjourned.

FOURTH SESSION

The fourth general session of the Association was called to order by President Eubanks at 10:30 o'clock on Thursday morning.

President Eubanks announced that the contest, conducted by the Norris Candy Co., had been won by Mrs. R. A. McDuffie.

MR. F. W. HANCOCK: In 1911 Dr. J. H. Beal sent a letter to the convention regretting his inability to be present, enclosing a check for $100, the interest for which was to be used annually for a membership fee in the State Association for the candidate making the highest average on the State Board examinations. I could not be present at the New York meeing and announce that the Beal Prize for 1925 was won by Mr. H. M. Winders, now of Farmville. The 1926 prize was awarded to Mr. Ernest Deal, of Raleigh.

The President then called for the Annual Report of Attorney F. O. Bowman.

ATTORNEY BOWMAN'S REPORT

Mr. President, and Members of the North Carolina Pharmaceutical Association:

I have the honor to present herewith my annual report as General Attorney and Counsellor for this Association.

The report consists of three parts, the first being a summary of the routine work carried on by me during the fiscal year, just closed; the second, a review of national legislation relating to the drug trade, enacted by the 69th Congress, and, lastly, a detailed discussion and account of State legislation affecting pharmacy, proposed and enacted during the Sixty-Fourth Regular Session of the General Assembly which convened on January 5th and ended on March 9th, this year.

I

Disposing of the first part of the report, briefly, the routine work of my office is summarized as follows:

1. I have edited the Legal Section of the Carolina Journal of Pharmacy, with the one purpose in view of informing its readers of new laws, new regulations, and changes in existing ones, that in any way affect the retail druggist in the conduct of his business.

2. I have collected approximately four hundred dollars Association dues only and secured fifteen new members thereto for Secretary Beard. Due to the Legislative year requiring so much time and the many other duties demanding attention but little time could be given this particular work.

3. I have handled fifteen or more trademark and copyright cases for members of the Association, having already secured ten registrations in the U. S. Patent Office and at present claims for those not yet registered are being prosecuted. This work while taking but comparatively little time has resulted in a saving of more than eight hundred dollars to our membership. This special association service is available without cost to all association members.

4. I have spent one hundred-one days, an average of about nine days each month, in inspection work for the Board of Pharmacy, seventy-nine being in the field and the other

5. I have served as Secretary of the Insurance Committee, and, also, as agent for the Ohio Hardware Mutual Insurance Company of Coshocton, Ohio, which, under an agreement between it and this Committee, insures the property of any retail druggist in the state at a saving of forty per cent annually. During the year several trips to different sections of the state were made, and in addition, several form letters were sent out, featuring this work and calling attention to the opportunity offered to our members to cut on "overhead expense." As a result of this effort, and, also, due to the fact that the State Insurance Department granted a twenty-five per cent increase in insurance rates, which caused many to look for cheaper insurance, we succeeded in obtaining about one hundred new applications, representing approximately $200,000 additional insurance. At the present time therefore we have in force a few more than 300 policies amounting to more than $500,000 of insurance.

6. I have appeared in the courts and before governmental departments whenever called upon in behalf of the relatively small number who have had cases made against them for alleged violations of the narcotic and prohibition laws. In practically every one of the cases, as has been the situation for years past, evidence that the irregularities complained of was either wilful or wantom, could not well be established, inasmuch as they were the outgrowth of omissions and carelessness, as a rule, such as failure to keep records as required to be kept, to make reports when they should be made, small unaccounted for shortages in narcotics and alcohol, and occasional questionable sales of articles requiring that the utmost good faith be exercised. Hence, settlements were affected by offers in compromise, and at a minimum cost, time and trouble to those involved. Happily, the good name of pharmacy in North Carolina is seldom besmirched by flagrant violations of either the narcotic laws or the prohibition laws. This fact is well known and fully appreciated even by the higher up officials in Washington, and it has meant that every courtesy and consideration possible have

twenty-two days being time allowed by the Board on the time I spent in Raleigh engaged in legislative work during the months of January, February and March. For this, the Board paid me one hundred dollars each month,—twelve hundred for the year. This amount was in turn paid by me to the Secretary-Treasurer of the Association.
been accorded your attorney in the conduct of cases before the Departments. It is incumbent that retail druggists in this state keep unprofaned the splendid reputation it now enjoys.

At this point and before taking up the part two of the report, your attention is called to an action now pending in the superior court of Swain County and set for trial at the next criminal term to convene at Bryson City on the 25th of July, next, involving the right of a retail druggist to sell Rubbing Alcohol for rubbing purposes. A member of our Association, last November, sold a pint bottle of rubbing alcohol in the manufacturers' original package, the product of a reputable manufacturer, to be used by the purchaser, a horse-dealer, for rubbing a lamed horse's leg. Within a few hours after the sale was made an officer entered the store of the druggist and arrested him, the warrant charging the sale of 70 per centum alcohol, an intoxicating beverage. The only testimony offered at the trial before the mayor, by the state, was that of the horse dealer who testified that he bought the alcohol to use on a limping horse, and that it was used for that purpose only. Upon this evidence the defendant was bound over to Superior Court by the mayor, who held that the sale of seventy per centum rubbing alcohol was illegal inasmuch as the State law contained no provision for the sale thereof for any purpose. The "Turlington Act," which is a revision of the State prohibition laws, and making the state laws conform with the national laws in this particular, was passed by the General Assembly of 1923. It enacted Title II of the Volstead Act, but failed to enact Title III of said act, which deals with denatured and industrial alcohol. At first blush, therefore, when the case was brought to my attention it appeared that our law, due to this omission, did fail to make provision for the sale of not only rubbing alcohol, but many other alcoholic preparations, which are manufactured with specially denatured alcohol.

It was thought that it would be necessary to go to the Legislature, soon to convene, for relief, by securing an amendment to the existing law incorporating therein Title III of the National Act. But upon further study of the prohibition laws and a careful examination of Title II of the Volstead Act, the situation seemed to be adequately covered by secion four thereof, and hence an amendment to the law was deemed unnecessary. This contemplated action therefore was abandoned, and it was decided to fight the case out in court, making a test case on the point involved and carrying it to the Supreme Court for final determination, if necessary.

By the provisions of the Federal Law Title II Section Four, the manufacturer of a rubbing alcohol is authorized by manufacturers holding permits to use specially denatured alcohol, and under government approved formulas. It is classed as unfit for use as an intoxicating beverage and may be sold and dispensed in good faith for medicinal purposes without the necessity of procuring a permit or a physician's prescription. In our opinion it necessarily follows that sales of this product in this state are permitted and may be made under the same conditions, for the reason that our State Prohibition Law governing the sale of alcoholic preparations is the Federal Law, or vice versa. And we may ascertain what the State law is only by referring to and reading Title II of the National Act. In establishing this right of our members, we are confident of success, and the outcome is anxiously awaited.

Likewise, Sterno Canned Heat has had its day in court and has been declared to be an intoxicating beverage by a Superior Court Judge, who ruled that this product comes within the meaning of the Turlington Act. A defendant who had been caught sucking a handkerchief on which he had placed the contents of a can of Sterno, and who was tried before his Honor, charged with Illegal Possession of Alcohol, was convicted and

OWENS

Use the new style citrates



Citrate bottles with screw cap and crown finishes are what druggists today are using. They offer several advantages over the old style. The cost is less and thus your margin of profit is greater. The appearance is much more pleasing to the customer—neat, simple, attractive. If brought back for refilling they are easier to clean and a new cap can be used—a service the customer appreciates. To both druggist and customer the screw cap and crown finish citrates offer more advantages—use them exclusively. The Owens Bottle Company—Toledo.

BOTTLES

HOUBIGANT

PARIS

DE LUXE
DOUBLE COMPACT

A volume-getter. Since its recent introduction dealers everywhere have made record turnovers!

Nationally advertised, popularly priced, unsurpassed beauty.

Appropriate for the small gift. Order your supply now.



No. 1000—Retails $2.50; Refills 50c each



An exquisite gift package. Contains the perfume, toilet water, sachet face powder, lipstick and soap. Made up in two Houbigant leaders,

Quelques Fleurs	$13.50
Le Parfum Ideal	12.75

All essential to the correct toilette. Quality—typical of Houbigant preparations.

ORDER THROUGH

The BODEKER DRUG COMPANY

Richmond, Va.

AUTHORIZED HOUBIGANT DISTRIBUTORS

COTY

Presents

NEW HOLIDAY COFFRES

A new line of Holiday Sets exquisitely boxed—to retail at popular prices from $4.50 up. Contents all stock numbers—best sellers—most popular odeurs. Each set so priced dealer can sell items separately with profit.

Serial 34—$10.00 each; to Retail at $15.00

Serial 7100—$ 3.00 each; to Retail at $ 4.50

Serial 7300—$ 4.00 each; to Retail at $ 6.00

Serial 7200—$ 5.00 each; to Retail at $ 7.50

Serial 7400—$ 6.00 each; to Retail at $ 9.25

Serial 7000—$ 8.50 each; to Retail at $12.00

CONTENTS
2 oz. Bottle of Essence
Poudre Compacte

SERIES
1113—L'Origan
3013—"Paris"
113—Chypre
4013—Emeraude
913—La Rose Jacqueminot
$5.00 each, to Retail at $7.50



The BODEKER DRUG COMPANY

Importers and Wholesale Druggists

RICHMOND :: VIRGINIA

Equipping Large Number of Stores

(NEWS ITEM FROM SEPTEMBER ISSUE
THE CAROLINA-VIRGINIA RETAILER)

One of the fastest growing manufacturing concerns in North Carolina is the Morrison Manufacturing Co. of Statesville, which is now enjoying such a fine business that its large new plant is being operated at full capacity. Contracts for the manufacture and installation of "Better-Built" fixtures are being secured daily, and quite a number of stores in the Carolinas and Virginia are being equipped each month. Fixtures are also being furnished for banks, hotels, colleges and other institutions. The company specializes in drug store fixtures, and is gaining quite a reputation on account of the high quality of its products.

At Durham, N. C., the Morrison company has recently installed a new fountain and soda booths in the store of the Durham Book & Stationery Co., and is preparing for the installation of soda equipment at Duke University. New fixtures are also being furnished for the new store of Foisters Book & Stationery Co. at Chapel Hill, N. C., and for the Owl Sandwich Shop in the new Sorrell Theater building at Chapel Hill.

It will be noted from the Morrison company's advertising appearing in *The Carolina-Virginia Retailer*, that "absolute satisfaction" is guaranteed. The company attributes its unusual success to its policy of living up to its advertised guarantee of high quality and satisfactory service.

Your Business is solicited on a basis of "Better Built" Fixtures and honest Dealings—Estimates furnished without obligation.

MORRISON MANUFACTURING COMPANY

STATESVILLE, N. C.

BANK STORE OFFICE FIXTURES

sentenced. Featured in the press, the unfortunate ruling naturally created quite a stir among local officials in some quarters, who not only questioned the right of retail druggists to sell this article, but in one or two instances arrogated unto themselves the authority to forbid further sales of this product except to certain named customers. Sterno is a solidified fuel manufactured also under permit of the Federal Government and is classed as utterly unfit for beverage purposes. It has been manufactured and sold for fuel purposes for more than forty years, and its sale for this purpose is entirely legal, retail dealers not being required even to have a permit to handle it. By no stretch of the imagination could Sterno be classed as alcohol by those who are familiar with the product, as was charged in the indictment, upon which the defendant in question was convicted. The Association is interested only in the sale of this useful fuel, and other legitimate products, when sold for their intended use by its members, without interference by anyone. We gladly coöperate with officials everywhere to prevent the abuse of all drug store articles capable of producing intoxication; but, at the same time, we contend that because an article is subject to misuse by perverts, in some instances, local authorities are not justified in interfering in the manner described.

II

Reviewing for a moment the legislation considered and enacted at the 69th session of Congress, we find that the drug trade occupies about the same position as it did when the session convened, no measures regarded as far reaching, either favorable or unfavorable, having been passed.

The Federal Caustic Bill was finally enacted, after having been amended so as to exempt retail druggists from its provisions when they furnish a guaranty from the manufacturer or wholesaler that the package is labeled as required by law. This new law will not be enforced, however, until an appropriation is provided at the next session of Congress. In the meantime the Bureau of Chemistry of the U. S. Department of Agriculture will draft regulations for its enforcement. It covers quite a number of the acids and numerous preparations containing them in the quantities fixed by the law. Retail druggists will be notified through the JOURNAL as to what acids and preparations come within its scope and, also, as to what regulations are promulgated governing the enforcement thereof.

H. R. 10,729, *Creating a Bureau of Phohibition* was enacted into law and approved March 3, 1927. As finally passed, the act vested in the Secretary of the Treasury the power heretofore vested in the Commissioner of Internal Revenue, at the same time authorizng the former to confer or impose such rights, privileges, powers and duties upon the Commissioner of Prohibition. Accordingly, therefore, by order of the Secretary early in April, all the authority of the Commissioner of Internal Revenue for the enforcement of the prohibition and narcotic laws was transferred to the Commissioner of Prohibition, except such as relate to revenue matters of a civil character. Hereafter the Commissioner of Prohibition shall prescribe all regulations with the approval of the Secretary of the Treasury. Dr. J. M. Doran, former Chief of the Chemical and Industrial Alcohol Division of the Prohibition Unit, just recently, was appointed Prohibition Commissioner to succeed Ray A. Haynes, Acting Prohibition Commissioner since the new Bureau was formed.

The Medicinal Spirits Bill, H. R. 15, 601, known as an Administration measure, purposing to create a "Medicinal Spirits Corporation," and granting it a monopoly in the manufacture of all spirits for medicinal purposes, was finally defeated by the Ways and Means Committee after a lengthy and bitter fight led by the N. A. R. D. The proposed legislation would have affected not only the supply, price and distribution of whiskey for medicinal purposes, but it would have affected the manufacture and distribution of alcohol for medicinal and industrial purposes and also the law and regulations governing the same. For this reason, state and local pharmaceutical associations in the medicinally "dry" states, including our own, joined with the medicinally "wet" states in coöperating with the N. A. R. D.

for its defeat. Representative Hawley of Oregon announced last month that a substitute bill, drafted by a sub-committee of which he was Chairman, and which passed the house after the defeat of the original bill, will be re-introduced when Congress convenes in December, as his bill is acceptable to a majority of the Ways and Means Committee.

The Capper-Kelly-Price Standardization Bill, H. R. 11, to permit voluntary contracts between independent manufacturers and independent distributors requiring a uniform price, was introduced on the opening day of the session by Representative Kelly of Pennsylvania. It was referred to the Committee on Foreign and Interstate Commerce. Lengthy hearings were held and for the first time since the agitation began for "so-called" price maintenance legislation, members of this Committee went so far as to draft a substitute for the original bill, which is regarded as a big improvement on the old bill. The Committee substitute, denominated the "Fair Trade Act," has been accepted by Representative Kelly and will be introduced by him at the beginning of the 70th Congress, which convenes in December, and its passage has been predicted. Certainly, great strides have been made in this direction during the last few years the proposed legislation has been considered.

III

In discussing legislation directly affecting retail druggists, considered during the General Assembly in session at Raleigh during the months of January, February and a part of March, this year, revenue or money-raising measures will first be reviewed.

H. B. 55, *The Budget Revenue Bill, An Act to Raise Revenue*, was introduced in the House on January 12, just one week from the day the Legislature convened, and was referred to the Committee on Finance, of which Representative A. H. Graham of Orange County was Chairman. Thus a fight to keep off additional taxes was started which lasted until the very hour the session adjourned.

The proposed bill provided (1) for a tax of from $5.00 to $30.00 per annum on drug stores selling sandwiches, depending upon the seating capacity of the drug store; (2) for the levying by cities and towns of the same amount as that imposed by the state on soda fountains, the increase running from $2.50 to $20.00 per annum on every drug store; (3) for the registration with the Department of Revenue by every person selling bottled drinks, whether operating a soda fountain or not, such registration to cost an additional $2.50 per annum, and for a tax of two cents per dozen on bottled drinks not manufactured in this state sold at drug stores, besides requiring records to be kept of all sales and the making of monthly reports. By error the proposed bill did not make provision for an increase on retailers of cigarettes of from $5.00 and $10.00 to from $7.50 to $30.00, so at the instance of Representative Townsend, a member of the Governor's Budget Commission that drafted the act, and amendment providing for this increase was later incorporated. At a meeting of the Legislative Committee on January 19th, and at which your president, secretary and others were present, it was decided that we should accept a flat tax of $5.00 for retailing sandwiches could be effected and that every effort should be used to kill all other proposals to levy additional taxes. Hearings on the proposed bill began on January 24th and continued until the 19th of February, Chairman Grantham and President Eubanks appearing on February 18th in behalf of the Association. In the meantime every druggist in the state had been advised of the situation, and in response hundreds of letters and telegrams of protest had reached the Committee. Besides personal protests had been made. Therefore, as a result of the strong appeals of Messrs. Grantham and Eubanks, coupled with the work in Raleigh and by our members at home, most of the members of the Committee had been made to realize that retail druggists were already groaning under the burden of excessive taxation. So when the bill was finally adopted by the Committee on February 19th, and sent to the printers, according to authentic information, the only additional tax imposed on retail druggists by its provisions was the flat tax

of $5.00 for retailing sandwiches. At the night session on the following Monday night, February 21st, and after the House had been in session for an hour, it went into executive session to consider the Revenue Act. Then copies of the bill were distributed, making it, as finally amended, available for the first time. Upon hasty examination it was discovered that it contained a provision imposing a flat tax of $5.00 on all persons selling bottled drinks, whether operating a soda fountain, together with provision authorizing cities and towns to levy the same tax as the state on soda fountains. Immediately, this discovery was brought to the attention of members of the Finance Committee who had helped remove these same provisions from the act before its adoption. These men rallied to the occasion and when Section 144 (the soda fountain section) was reached, it seemed as if "a hornet's nest" was nearby. Protests against its adoption were made one after another, until finally it became apparent that adjournment was in order. On the following morning another letter was mailed to every retail druggist in the state, besides the numerous telegrams that were sent out, asking that they wire their representatives to vote against these taxes. Hundreds responded and telegrams poured in as never before. So on Wednesday night when this section came up for adoption, it was met with a barrage of opposition from every corner of the Hall and not until these provisions were removed from the section by amendments was it adopted. Thus by quick action and the wonderful coöperation on the part of our members, fifteen or more thousand dollars was saved for the retail druggists of the state by this one blow. In addition to the above tax proposals, two sales tax bills were offered.

H. B. 613, *A Bill Authorizing Counties to Levy and Collect a Ten Per Centum Sales Tax On All Cosmetics and Other Like Articles,* was introduced by Representative Winston of Bertie County. After a hearing before the Finance Committee this bill was reported unfavorably.

H. B. 1339, *A Bill to Tax the Use of What are Commonly Called Soft Drinks,* and imposing a twenty per centum tax thereon, was introduced by Representative Townsend of Harnett County. The Finance Committee after a hearing on the bill sent it back to the House "without Prejudice," where it died on the Calendar.

Both of these bills required that records of all such sales should be kept and that reports should be made, together with the taxes collected, to the Department of Revenue.

Had all of the tax measures proposed been levied against our members the additional cost to every retail druggist in the State resulting therefrom, would have amounted to from $150.00 to $500.00 per year, perhaps more, to say nothing of the extra trouble and worry connected therewith.

S. B. No. 155, *A Bill to Prevent the Giving of Worthless Checks,* was introduced early in the session by Senator Lawrence of Hertford County, and referred to the Senate Committee on Judiciary, No. 1. After hearings were held and the original bill strengthened somewhat by committee amendments, it was reported back to the Senate favorably, passed, and sent to the House, where it was finally enacted into law and ratified on March 2, 1927. This new bad check law provides that "It shall be unlawful for any person, firm or corporation, to draw, make, utter or issue and deliver to another, any check on any bank or depository, for the payment of money or its equivalent, knowing at the time of the making, drawing, uttering, issuing and delivering such check or draft as aforesaid, that the maker or drawer thereof has not sufficient funds on deposit in or credit with such bank or depository with which to pay the same upon presentation."

Unquestionably this new law is a marked improvement on the old law. At the same time, it cannot be considered as a panacea for the bad check evil. By invoking its use, however, the practice may be checked.

H. B. 241, *An Act to Regulate the Manufacture and Sale of Insecticides and Fungicides in North Carolina,* was introduced during the third week of the session by Representative Matthews of Scotland County at the instance of the Commissioner of Agri-

culture, and referred to the Committee on Agriculture. This bill was withdrawn, and a less drastic one was submitted as a substitute therefor, which was acted favorably upon by the Committee and which was passed by the House. When it got to the Senate the Committee on Agriculture of that body reported the bill unfavorably. A few days later, however, it was taken from the unfavorable calendar, amended so as to apply *only* to insecticides and fungicides used in cotton, tobacco, field crops, orchards, etc., for the control or destruction of insect life and fungus diseases, and further so as to require manufacturers to properly label these articles and pay the taxes to be paid thereon, instead of the retail dealers. The bill as originally passed the House applied to retail dealers as well as to manufacturers, and included all insecticides and fungicides. Under the provision of this law the Department of Agriculture is vested with power to make rules, regulations, and adopt standards to carry out the designs and purposes of the act.

S. B. 809, *An Act to Amend Section 5033 of the Consolidated Statutes, Relating to Employment of Children Under Sixteen,* sponsored by the State Federation of Women's Clubs, was introduced during the closing days of the session by Senator Grant of New Hanover County. It was given an unfavorable report by the Calendar Committee of the Senate, but later taken from the unfavorable calendar and sent to the Committee on Public Welfare. A hearing was held at which some of the leading merchants of the state spoke for its passage. After an amendment had been adopted "Providing that this section shall not prevent any child over fourteen years of age working between the hours of six A. M. and seven P. M., in any of said industries, except a quarry or mine, if the child has completed the fourth grade in school," it was given a favorable committee report and passed its third reading in the Senate, went to the House, and was passed by that body, and ratified during the closing hours of the session. Due to the conflicting opinions that have appeared in the newspapers covering the application of the new law, an explanation of the law with respect to the employment of minors will appear in an early issue of the JOURNAL for your information.

H. B. 859, *A Bill to Amend Sections 7049 of the Consolidated Statutes, Relating to the State Board of Health,* was introduced by Representative Parker of North Hampton County, and referred to the Committee on Health. It was given a favorable report by this committee, and passed the House by an overwhelming majority. It was withdrawn by the introducer, however, on the day set for the hearing before the Senate Health Committee. Among other things, the proposed measure increased the membership of the Board of Health from nine to fourteen, provided for the appointment of two dentists, and required representation from each of the Congressional Districts, on the Board, but did not make provision for a pharmacist on said Board.

H. B. 149, *A Bill to Regulate Sunday Sales,* introduced during the early part of the session by Representative Haywood of Montgomery County, and referred to Committee on Propositions and Grievances, after being amended so as to apply to the introducer's county only, was enacted into law. Under the provisions of the bill, drug stores with licensed pharmacists were permitted to keep open for the sale of goods to be used for medicinal or surgical purposes and for the sale of cigars and tobacco.

H. B. 163, *A Bill to Prevent Sexual Immorality, by Prohibiting the Sale of Contraceptives,* was also introduced by Representative Haywood. After having been unfavorably reported by the House Health Committee two or three times, it was taken to the floor of the House on a minority report where it was finally defeated.

S. B. 160, *A Bill Requiring the Annual Registration of Drug Stores and Pharmacies,* and the only measure offered by the Association was introduced in the Senate by Senator F. W. Hancock, Jr., of Granville county, on January 24, following the meeting of the Legislative Committee on the 19th, which had been called by Chairman Grantham to decide upon the measure to be proposed. On the day following the meeting a letter setting

out the bill to be submitted, was prepared by the Committee and mailed to Association members. This bill provided simply for the registration of every drug store and pharmacy now doing business in the state and likewise for the registration of all new drug stores before opening for business, for the annual fee of $1.00, effective January 1, 1928. At this meeting of the committee it was also decided that should this bill become a law without a fight on our part, another measure, defining a drug store and prohibiting the use of drug store denominations by unauthorized persons, would then be submitted for passage, which was in reality the main purpose of the original measure.

At the hearing before the Senate Health Committee on Thursday, three days after its introduction, the drug store registration measure received a unanimous favorable report. Objection was made to its passage on its second reading however, and it was again referred to the Health Committee for a further hearing. Again it was reported favorably despite the objections raised. While the measure was on the Senate calendar, considerable opposition was found to exist to the bill in its original form. It was learned that several amendments had been drafted and were to be offered when the bill reached the floor of the Senate. The objections in the main were based upon the belief that an attempt was being made to prohibit the sale of patent medicines and domestic remedies except at drug stores, and for the further reason that a drug store and pharmacy was not defined. At least six or seven such amendments came to my attention, and in my opinion either of them would have rendered the act ineffective and meaningless. Confronted with this situation members of the Legislative Committee, including Messrs. Grantham and Hancock, who had been notified and had rushed to Raleigh, together with your attorney, drafted an amendment which was accepted by those making the fight against the bill. This amendment defines a drug store, prohibits the use of the drug store signs except by registered druggists, etc., and provides for the sale of patent medicines, etc., which was not affected by the original bill offered. When the bill came up for passage on February 4, this amendment was sent forward by Senator Hancock, adopted and the amended bill passed without a dissenting vote, and was sent to the House, and there referred to the Committee on Health. On February 9 the bill as amended, after a hearing before this committee, received a unanimous favorable report, and on February 19, after being withheld for several days by arrangement, until an opportune time presented itself, it passed its second and third readings and became a law, thereby giving us more than we had thought possible to obtain during the 1927 Session in the way of legislation for pharmacy.

Summing up our achievements during the 1927 Session of the General Assembly, therefore, every measure imposing additional taxes, except the sandwich tax to which we agreed, was defeated; no other measure detrimental to our interests was permitted to pass, and, the enactment of the only measure offered by the Association, amended as the Legislative Committee wanted it to be, was secured. In other words, the Association through the efforts of its representatives, including its President, Secretary, the Executive and Legislative Committees, and the Board of Pharmacy, together with the good work and splendid coöperation of its members from one end of the state to the other, did far more than it was thought possible to do and achieved a greater success than was contemplated even by the most hopeful.

Respectfully submitted,

(Signed) Frederick O. Bowman.

(Applause).

At the conclusion of this report several members asked Attorney Bowman questions in regard to pharmacy laws, which were explained by the Attorney.

Mr. F. W. Hancock: I move that the Association extend thanks to Mr. Bowman for his faithful service in legislation, both Federal and State, and that his report be accepted.

The motion was seconded and passed.

The report of Mr. F. W. Hancock as Secretary-Treasurer of the North Carolina Board of Pharmacy, was read at this point.

This report will be found in a later section of the Proceedings devoted to the Board of Pharmacy.

Mr. W. W. Horne moved that the report be accepted. The motion was seconded and passed.

The President then called Mr. G. K. Grantham for a report of the Legislative Committee.

Mr. Grantham stated that he did not deem it necessary to give a detailed report of the work of the committee as both Attorney Bowman and Secretary Hancock had covered the matter fully. In describing the activities of the committee at Raleigh he recounted some of the humorous experiences. He paid tribute to Senator A. H. Graham for the sympathetic interest shown in druggists affairs. In conclusion, he asked to be relieved of the duties of chairman of the Legislative Committee in the future and also gave advice in proceeding with future legislation.

Upon motion the report of Mr. Grantham was adopted.

MR. J. P. STOWE: I have always advocated an all-time Attorney in Raleigh. I attended several sessions of the last Legislature and I know how hard Mr. Bowman and his associates worked.

MR. HANCOCK: We are very much indebted in our legislative work to the help of Dr. M. H. McBryde and Dr. Carl P. Parker, both members of the House of Representatives. They have always stood by us in every way.

The report of the Resolutions Committee of the Association was then called for.

There was no report.

The Resolutions adopted by the Proprietors Section were next called for and Secretary-Treasurer Beard was asked to read the recommendations of the Proprietors.

Secretary-Treasurer Beard then read the Resolutions appearing on page 53.

Both resolutions were adopted by the Association.

Secretary P. J. Melvin, of the Clerks' Section was called upon to read the Resolution adopted by that group.

Secretary Melvin read the Resolutions printed on page 54, the delegates voting affirmatively on each recommendation requiring Association action.

Mr. E. L. Tarkenton, chairman of the Committee on Time and Place of Next Meeting, at this point asked to read the report of his committee, stating that he was compelled to leave Greensboro on a one o'clock train.

The Association voted to allow Chairman Tarkenton to read his report, but to take no action on it until the afternoon session, when the business of the selection of the next meeting place was scheduled on the program.

Chairman Tarkenton then stated that the committee had given a great deal of thought to the matter of the Association's next meeting place and recommended that Morehead City be selected. He called attention to the fact that the meeting had not been held there in a number of years; and that the Association owed it to the people in that section to hold the 1928 convention in Morehead.

Mr. Tarkenton then read the following resolution:

Members of the North Carolina Pharmaceutical Association in Convention Assembled:

Whereas, it has come to our attention that in towns of more than five hundred population a number of physicians are compounding and dispensing their own prescriptions, and

Whereas, it is our belief that this can best be done through the services of a qualified licensed pharmacist, and

Whereas, we believe this practice should be discontinued and that it is in conflict with the wishes of the North Carolina Medical Association, and

Whereas, we believe this can best be combatted through personal representation at the meetings of the North Carolina Medical Association;

Therefore, be it resolved that this Association appoint a representative to appear before the North Carolina Medical Association with a paper pointing out the advantages to be gained through the use of pharmaceutical services.

Respectfully submitted,
(Signed) S. M. PURCELL,
E. L. TARKENTON,
J. A. GOODE.

Upon the motion of Mr. G. K. Grantham, duly seconded, this resolution was passed.

At this point Secretary-Treasurer Beard asked for a reconsideration of the mail ballot. He stated that there were present at that time members who opposed the idea

and who could not attend the first session of the convention when the plan was voted upon. He asked, therefore, that the matter be considered again.

MR. J. P. STOWE: When I think about how well the old plan has been operating for years, I question the wisdom of changing at this time. The Nominating Committee does suggest two men for each office, but people are very sensitive and defeated candidates will often feel hurt over the election results. I think the plan is fine for national organizations. I know we have gotten along splendidly under the old system and I suggest that we retain it. I don't believe we can keep the new one out of politics. I feel we have made such fine progress all these years and that we have nothing to gain in this change. I hope we will have a thorough discussion of the matter.

As the time for the adjournment of the morning session had arrived President Eubanks found it necessary to postpone further discussion of the subject until the afternoon session.

Upon the motion of Mr. W. W. Horne the meeting adjourned.

FIFTH SESSION

President Eubanks called the fifth session to order at two forty-five Thursday afternoon.

The President first called for a report of the Trade Interests Committee.

There was no report.

Chairman R. K. Blair was then called upon for a report of the Insurance Committee.

REPORT OF THE INSURANCE COMMITTEE

The total insurance now in force amounts to $500,000 approximately, and the number of policies carried is 276. This represents an increase of over $150,000. The total premiums have amounted to about $8,750, and of this sum $5,843 has been paid. This past year we have saved the druggists of the State over $3,500. We have received in commissions $584.43 with which we have paid all expenses of the insurance work; Mr. Bowman's office and traveling expenses, totaling $376.85; and the Association's part of all Legislative expenses, amounting to $181.13. We now have owing in commissions about $300 with which to carry on this work for our druggists.

Respectfully submitted,
(Signed) R. K. BLAIR, *Chairman.*

PRESIDENT EUBANKS: We are very much obliged to Mr. Blair for this report. I wish more of our druggists would take out this insurance.

The President next asked Mr. E. V. Zoeller for a report of the delegates to the A. Ph. A. meeting.

REPORT OF DELEGATES TO A. PH. A. CONVENTION

The Seventy-Fourth meeting of the American Pharmaceutical Association was held in Philadelphia with the following North Carolina members in attendance, Messrs. J. G. Beard, H. T. Hicks, E. V. Howell, I. W. Rose, G. A. Russell, E. V. Kyser, C. P. Greyer, and E. V. Zoeller. Over 500 were registered and there were present representatives from practically every college of pharmacy in America, from thirty-eight state boards of Pharmacy, from the principal manufacturing laboratories, as well as research workers and retailers of highest class stores.

The Seventy-Fifth convention will be held in St. Louis, during the week of August 21 and will be the Diamond Anniversary.

The address of President Walton at the Philadelphia meeting was comprehensive and practical.

The consolidation of the A. Ph. A. and the N. A. R. D. was suggested and it was recommended that such steps be inaugurated.

The Pharmacy Headquarters Building is assured. Over $550,000 has been pledged with over half of this amount already collected.

The address of Sir Wm. Glyn Jones on price control was one of the features of the meeting.

The House of Delegates held four sessions, presided over by Chairman Wm. D. Jones, of Florida. In his address Mr. Jones stressed the fact that pharmacists the country over did not realize the benefits to be derived from affiliation with the A. Ph. A. or its membership would be very much greater. The House of Delegates adopted a number of resolutions which have already been published in the national drug journals.

Fifty-five papers were presented before the Scientific Section. Messrs. E. V. Kyser and H. R. Totten had a paper on Mentha Citrata, and Messrs. E. V. Kyser and J. A. Bullock presented a paper on Hydrogenated Cocoanut Oil.

In the Commercial Section Prof. J. G. Beard read a paper on the "Application of Salesmanship to Proprietary Medicines."

Professor Beard was Chairman of the Section on Education and Legislation and his address was based chiefly on the subject of the Assistant Pharmacist.

The N. A. B. P. stressed uniformity in prerequisite laws and discussed the failure of college graduates to pass the State Board examinations.

At the meeting of the American Association of Colleges of Pharmacy, it was reported that 3,218 students entered the Association's schools last year. It was considered rather remarkable that there was such a small loss of students in changing from the two to the three year course for graduation, this loss amounting to only 495 students in the entire country.

Respectfully submitted,
(Signed) E. V. ZOELLER,
Chairman, N. C. Delegation.

Upon the motion of Mr. Goode this report was accepted with thanks.

President Eubanks called for a report of the delegates to the N. A. R. D. convention and the same was read by Chairman J. A. Goode.

REPORT OF DELEGATION TO N. A. R. D. CONVENTION

Mr. President, and Members of the North Carolina Pharmaceutical Association:

As Chairman of the delegation appointed to represent this Association at the meeting of the N. A. R. D. held last September in the City of Philadelphia I desire to submit for your approval the following report:

Your committee was composed of James P. Stowe, C. C. Fordham, Sr., and myself. Mr. Stowe served on the Nominating Committee, Mr. Fordham, on the Finance Committee, and your Chairman on the Resolutions Committee. North Carolina had the largest delegation of its history present at this meeting. Among those attending other than the committee named were: Messrs. R. K. Blair, Clyde Eubanks, Chas. R. Thomas, E. V. Kyser, E. F. Rimmer, F. O. Bowman, L. W. McKesson, H. R. Stowe, D. G. Ridenhour, M. A. Nicholson, and others.

It is the opinion of your committee that one of the very best investments of time and money for a retail druggist is an occasional, if not a regular, visit to the annual meeting of this great organization. The Drug Show there last year was, without a doubt, the greatest ever assembled. The talks and addresses were from masters in their respective field. Approximately 4,000 druggists were in attendance and many of them carried back money-making ideas to be used in their stores.

The National Association of Retail Druggists is the only organization of its kind limited strictly in its membership to the retail druggist. It offers both commercial and scientific contact and information. In a legislative way it is a constant sentinel for the interest and welfare of the retail druggist. The organization has prevented the passage of much obnoxious legislation. It has saved the retail druggists of the United States millions of dollars the past year through the reduction of the Alcohol Tax, and will save an additional amount next year when a further reduction becomes effective January 1st, 1928.

The N. A. R. D. maintains an all-time attorney in Washington, whose services are available without cost to any independent retail druggist who may have need for them. This Legal Department is ably administered by Mr. Eugene C. Brokmeyer, as Chief Counsel.

It is the hope of the committee that a large delegation from this state will be present at the Kansas City meetng to be held September 19-23, and it is the further hope of this committee that this organization can be induced to hold one of their meetings in our state at an early date.

In conclusion your committee would be remiss in its duty if it failed to pay due credit to the untiring and faithful work done by Mr. Samuel C. Henry, Secretary of the National Association of Retail Druggists. Mr. Henry has labored for more than 25 years in his present capacity, working almost day and night fighting and pleading for the rights of the retail druggists. He took the helm of this great organization in the dark days of dissension and law suits filed against it by the Federal Government.

Out of chaos he has brought the most powerful organization of its kind in existence today. In this remarkable achievement, druggists of the South can well feel proud of Mr. Henry, as he was born and reared in our sister state of Virginia. The east and middle west are the centers of N. A. R. D. membership, and Mr. Henry's great ambition is to see a 100% organization in the South. Your committee urges your full coöperation. "In Unity there is strength; in N. A. R. D. affiliation there is Unity."

Respectfully submitted,
(Signed) J. A. GOODE,
Chairman N. C. Delegation.

Upon the motion of Mr. K. E. Bennett this report was accepted with thanks.

MR. J. G. BEARD: It seems to me very important that we have a large delegation attend the N. A. R. D. convention this year, because if things turn out as we hope, North Carolina will have the next president of the organization and the year after Asheville will be the meeting place. If we are to get these things we must go out to Kansas City and work for them—for a North Carolina president next year and a North Carolina meeting place the year after. (Applause).

At this point Secretary-Treasurer Beard introduced the following resolution:

RESALE PRICE LEGISLATION

WHEREAS, in order to prevent the operation and existence of hurtful trusts, combinations and monopolies in this country, it has been necessary to enact certain so-called anti-trust laws by the Congress of the United States, and

Whereas, the Courts have gradually, by their interpretation of these enactments sought to prevent and do prevent the economic and orderly distribution of identified merchandise by business men of the country who have neither purpose nor ability to constitute a monopoly, and

Whereas, as a result of such interpretations, merchants and manufacturers have against their will been driven to a state of ruthless uneconomic and wasteful methods of distribution which have resulted in vast damage and loss to all branches of our trade and commerce, obviously enhancing costs of distribution and creating a situation not paralleled in any other civilized country, and

Whereas, it is our opinion that there should be remedial legislation looking towards the correction of present conditions,

Therefore, Be It Resolved, that the North Carolina Pharmaceutical Association respectfully urge upon our National Congress that consideration be given at the earliest possible moment to legislation giving relief to the industry of this country, and

Be It Further Resolved, that there should be Federal Legislation legalizing the right of any producer of identified merchandise who is in fair and open competition with other producers of similar or competing merchandise, to enter into enforceable contracts, at wholesale or retail, or both, for the protection of resale prices upon his own identified merchandise,

Resolved, further that copies of this Resolution be transmitted to the President of the United States, to the Presiding Officer of the United States Senate, to the Speaker of the House of Representatives, to the Attorney General of the United States, to the Secretary of Commerce and to the individual members of the United States Senate Committees on the Judiciary and on Interstate Commerce and to the individual members of the House of Representatives Committees on Judiciary and on Interstate and Foreign Commerce, and

Be It Further Resolved, that a committee of this organization be appointed forthwith by the president and that said committee be, and hereby is empowered and directed to join with like committees appointed by the American Fair Trade League and other industrial bodies with the view of making most effective the resolutions adopted by our Convention and to do any and all lawful things to make effective these resolutions.

After some discussion of this resolution, upon the motion of Mr. J. P. Stowe, duly seconded by Mr. K. E. Bennett, it was adopted.

Mr. C. R. Thomas: There is a page in the Carolina Journal of Pharmacy each year devoted to "Things a Retail Druggist is Required by Law to Do During the Current Year." I put this page in my check book and go over it every now and then, checking off the items as they are attended to. I am very grateful to the editors for publishing this page and if every druggist would keep the sheet before him, we would have fewer pharmacists getting into trouble for overlooking the laws.

President Eubanks: The next business before the convention is the Selection of the Next Meeting Place. The Committee on Time and Place recommended Morehead City for the 1928 convention. It is up to this convention to make the decision.

Mr. J. A. Goode then presented a most cordial invitation for the meeting to be held in Asheville, supplementing his remarks by reading a large number of telegrams from druggists and civic organizations in the mountain metropolis. Each of the messages urged the druggists to hold the 1928 convention in Asheville and promised the delegates a warm welcome and a good time.

Mr. K. E. Bennett added that the druggists of western North Carolina were looking forward to the 1928 convention being held in Asheville.

Mr. F. W. Hancock urged that the report of the Committee on Time and Place be accepted, and his recommendation was endorsed by Messrs. C. P. Greyer, P. A. Lee, and G. W. Waters.

Secretary-Treasurer Beard read a number of telegrams from officials and local druggists of Raleigh inviting the Association to go there. He also read messages from the Oceanic Hotel at Wrightsville Beach and from the Fayetteville Chamber of Commerce extending invitations for the druggists to meet in these cities.

It was decided that the choice of place be made by Association vote. The result of the balloting showed that Morehead City had received the majority of the votes. The Association will, therefore, meet in Morehead City in 1928, the time to be left to the Executive Committee.

Mr. J. P. Stowe expressed the hope that Asheville would extend an invitation for the 1929 meeting.

At this point a motion was passed instructing the Secretary-Treasurer to express the thanks of the Association to the Traveling Men's Auxiliary, the druggists of Greensboro, the Justice Drug Co., the Vick

Chemical Co., the B.C. Remedy Co., the people of Greensboro, and all others who had contributed so generously and who had done so much toward making the convention a success.

Secretary-Treasurer then read the following communication from the Woman's Auxiliary, signed by Mrs. F. W. Hancock, president of the Auxiliary:

As a slight aid to the Committee on Papers and Queries and as a stimulus to those writing papers, the Womans Auxiliary of the Association is offering a check for $6.00 for the best paper presented at the next meeting and each year thereafter until further notification is given.

On motion this gift was accepted and a rising vote of thanks was offered the Woman's Auxiliary for its interest and generosity.

SECRETARY-TREASURER BEARD: I am afraid that when I suggested this morning that the mail ballot be reconsidered I gave the impression that those opposing it had asked that the subject be re-opened. I want to make it perfectly clear that I made the recommendation without any suggestion on their part. However, I do think that when men of the good judgment of Jim Stowe and R. K. Blair, whose love and loyalty to the Association have extended over a long period of years, are conscientiously opposed to the mail ballot, that we ought to consider the plan very carefully. I move, therefore, that this matter be re-opened.

PRESIDENT EUBANKS: I feel that it might be out of order for us to do so. I recommended it in my address. It may not be the best thing. However, we had a full delegation the first day of the convention when the matter was brought up and was put through without a dissenting vote. There is a question in my mind whether or not we have the right to re-open it now. I think it is unwise to do so. The mail ballot is not a permanent thing necessarily. I feel like Mr. Beard, that those who oppose the plan are entitled to express their reasons. I wish that they could have all been present on the opening day of the convention, because I do not feel that we ought to reverse the decision of the large crowd who voted Tuesday.

MR. J. P. STOWE: As one of those opposing the change I would not ask you to reconsider the matter at this meeting. I do think however, that those opposing the plan should be allowed to say why they object to it. I would not ask with the number of men we have here to repeal the action of Tuesday, because there are a great many men not here who were in attendance then and they would feel that something was put over on them, but I believe that a majority of people that oppose the plan are those who stay until the last hour of the meeting. My opposition is based on the fact that we have been getting on so well. Now when you are able to get 91% coöperation from druggists, how can you improve things greatly. With the new plan you will bring things into politics. With the present plan you have five men as officers all the time from different sections of the state who are intensely interested in work for the Association. At the time the vice-presidents are put in nomination they expect to be president as time goes on and I cannot recall but two members who were not elevated, and that was because they were not present at the meeting when they were to have been advanced in rank. Under the new plan you put up six men for vice-presidents. These will be only honorary officers. You would not creat any interest. The vice-presidents would have only a very little more honor than the men who were not given any office. My contention is with the new plan elections cannot be kept out of politics. Suppose a druggist was intensely interested in seeing one or more of the candidates elected, he would not be human if he did not ask other pharmacists to vote for his friends. Then there are other druggists who will not vote until they have asked whom to vote for. A few druggists, therefore, vitally interested, could control elections, and then it is a matter of working for that man for president in which they are interested. I have never been able to understand how the plan will help the Association. However, I am with you; try it.

MR. C. C. FORDHAM: I thought of the matter just about the same way Mr. Stowe did when the vote was submitted last year. My

ballot was returned with the statement, "A very dangerous thing." I voted against it. Since then I have discussed the matter with a great many people and have thought about it myself. I haven't changed my opinion, but so many people favor it, and as long as the matter has gone so far at this meeting we should not repeal the measure now. I don't exactly agree with the idea, but I am willing to give it a trial and we should all give it the same trial. If it seems unsuccessful, the plan can be repealed next year.

Mr. R. K. Blair: I concur with Mr. Stowe. However, the only objection I have is if you put the plan on the rocks, how long will it require to take it off? If we make a mistake now, what will be the effect in two years?

Mr. J. A. Goode: I hope there will be no motion before the house. I think the proponents of this change are entitled to an experiment of one year.

There was no further discussion of the matter.

Next followed the election of officers which resulted as follows:

President, R. R. Copeland, of Ahoskie.

First Vice-President, Polk C. Gray, of Statesville.

Second Vice-President, C. C. Fordham, Sr., of Greensboro.

Third Vice-President, R. K. Blair, of Charlotte.

Secretary-Treasurer, J. G. Beard, of Chapel Hill.

Assistant Secretary-Treasurer, C. M. Andrews, of Burlington.

Local Secretary for 1928, Walter Hufham, of Morehead City.

Three members of the Executive Committee were elected as follows: D. C. Lisk, of Charlotte, Clyde Eubanks, of Chapel Hill, and J. C. Brantley, of Raleigh.

Mr. I. W. Rose, of Rocky Mount, was elected to succeed himself as a member of the Board of Pharmacy. Mr. Rose at first refused to accept the re-nomination and it was only after much persuasion that he consented to do so. During the discussion several members paid high tributes to the excellent work Mr. Rose has done as a member of the Board of examiners.

President Eubanks next called for the report of the Nominating Committee for Officers in 1928-29, to be voted upon by mail ballot.

The committee presented the following recommendations:

For President:
Polk C. Gray, Statesville
Warren W. Horne, Fayetteville.

For First Vice-President:
C. C. Fordham, Sr., Greensboro
C. B. Miller, Goldsboro

For Second Vice-President:
K. E. Bennett, Bryson City
J. C. Brantley, Raleigh

For Third Vice-President:
Carl Fitchett, Dunn
B. H. Wolfe, Charlotte

For Secretary-Treasurer:
J. G. Beard, Chapel Hill
Carl T. Durham, Chapel Hill

For Assistant Secretary-Treasurer:
C. M. Andrews, Burlington
A. E. Weatherly, Greensboro

For Three Members of the Executive Committee:
A. B. Butler, Clinton
T. L. Gardner, Reidsville
Irvin Grantham, St. Pauls
R. A. McDuffie, Greensboro
E. F. Rimmer, Charlotte
Parke C. Stratford, Greensboro

The report of the committee was accepted.

The officers for 1927-28 were next duly installed after which the incoming president, Mr. R. R. Copeland, assumed the chair.

President R. R. Copeland: *Friends:* I would scarcely be human if I did not try to respond to the confidence you have expressed in making me your next president. It is an honor that somehow I feel like I don't deserve. This has been one of the best meetings I have ever attended. There has been sounded a challenge to all of us. The plans of Dr. Newcomb will, as Mr. Carl Weeks says, "Smoke us out." As we respond to these, we will show whether we really mean business or not. The message

of coöperation by manufacturers and the "Hobby" of Sam Welfare are outstanding. Then let us all work together for a definite purpose, for a better and a more useful association. (Applause).

On motion, the meeting adjourned *sine die*.

(Signed) J. G. BEARD,
Secretary-Treasurer.

Entertainment Features

The entertainment features provided for the Greensboro meeting were numerous and enjoyable. Tuesday evening an informal dance was given by the local druggists at the O. Henry Hotel. Wednesday morning there was a bridge and rook party for the ladies at the Greensboro Country Club and a theater party was given in the afternoon at the National theatre with Association badges acting as tickets. Free drinks were served at all Greensboro fountains throughout the convention. Wednesday night's entertainment was an elaborate banquet, given in honor of the Association, by the Traveling Men's Auxiliary in the ball room of the King Cotton Hotel. There were about six hundred present. Through the courtesy of the B. C. Remedy Co., of Durham, a number of entertainment features were introduced during the occasion. Mr. C. M. Ketchum, of the Vick Chemical Co., acted as toastmaster, and Hon. O. Max Gardner was the speaker of the evening. In his address Mr. Gardner came out unreservedly and unequivocably in opposition to any sort of sales tax. The awarding of prizes brought the banquet to a close, but whether a delegate won a prize or not, every one carried home a large paper luggage bag filled with toilet articles which had been placed at each plate with the compliments of a number of manufacturers and jobbers. Following the banquet a second dance was given. At noon on Thursday the entertainment features were concluded with an old fashioned barbecue at the Guilford Battleground, tendered the delegates by the Justice Drug Co., and the Vick Chemical Co. After this the guests were taken for a ride through Irving park and other places of interest in and around the Gate City.

ROLL OF MEMBERS

An asterisk (*) before a member's name indicates attendance at the Greensboro meeting.

A dagger (†) before a member's name denotes both life and charter membership.

Names of life members are printed in small capitals.

Names of charter members are printed in italics.

The date following a member's name indicates year of affiliation.

A

Abernethy, John Graham	1917	Elkin
Adair, Walter Holmes	1924	Hendersonville
Adams, Edward Clarence	1910	Gastonia
*Adams, Eugene Edgar	1924	Statesville
Adams, John Leon	1925	Gastonia
Adams, Ray McClaine	1925	La Grange
Ahrens, Adolph George	1926	Wilmington
Aiken, Joseph Henry	1925	Biltmore
Aiken, Leonard Walter	1917	Asheville
Alderman, J. Leroy	1923	Chapel Hill
Alexander, Oscar T.	1924	Waynesville
Allen, Charles Henry	1920	Huntersville
*Allen, H. H.	1917	Cherryville
Anderson, Banister	1924	High Point
Anderson, Joe (1913)	1924	New Bern
*Andrews, Charles M.	1907	Burlington
*Andrews, Richard Homer	1915	Burlington
Andrews, Wesley T.	1922	Goldsboro
Arps, Ernest Guilford	1926	Plymouth
Atwater, Garland Marvin	1912	Greenville
Avner, Samuel	1926	California, Pa.

B

Bain, Jones Douglas	1925	Sylva
Baker, Walter Presley	1922	Raeford
*Ballew, J. G.	1917	Lenoir
Barker, Ernest Jerome	1916	Rowland
Barnes, Ben. Shaw	1905	Maxton
Barnes, Edwin Wilmer	1912	Pine Tops
Barnhill, Mabel	1908	Bethel
Barnhill, Walter Lee	1924	Wilson
Barrett, Raymond Ellis	1919	Burlington
Baucom, Alfred Vernon	1906	Apex
*BEARD, J. G. (1923)	1908	Chapel Hill
Beavans, William Eugene	1919	Enfield
Beddingfield, Chas. H.	1919	Clayton
Beddingfield, Edgar T.	1917	Clayton
Bell, Frank Roland	1924	Beaufort
Bell, Holley Mackie	1920	Windsor
Bennett, A. M., M.D.	1912	Bryson City
*Bennett, Kelly E.	1912	Bryson City
Benson, Ernest Stuart	1918	Wilmington
Bernard, Germain	1904	Durham
*Best, John Harper	1923	High Point
Betts, John Aldin	1926	Hendersonville
Biddy, Oscar Daniel	1926	Sylva
Bilbro, Quinton Trotman	1924	Asheville
Binford, Benjamin Wade	1924	Tignall, Ga.
Bingham, William Hunter	1927	Concord
*Bissette, Paul Branch	1924	Wilson
Black, Bonner Brevard	1921	Landis
*Black, Oliver Randolph	1927	Bessemer City
*Blair, Rochell Kent	1919	Charlotte
Bland, J. A.	1919	Asheville
Blauvelt, William Henry	1922	Asheville

Blue, A. F.	1919	Laurinburg
Blue, Daniel Adolph	1926	Carthage
Bobbitt, Adolphus Bracey	1919	Winston-Salem
Bobbitt, Louis Myron	1917	Winston-Salem
Boddie, Samuel Perry	1920	Louisburg
Bonner, Brem	1924	Durham
Bonner, Robt.	1927	Lenoir
Boon, W. J.	1904	Raleigh
*Boone, D. Leonard	1905	Durham
*Boone, John Troy	1915	East Durham
Boyce, James B., Jr.	1916	Warrenton
BRADHAM, C. D. (1906)	1895	New Bern
*Bradley, Jesse Powell	1910	Burlington
Bradshaw, Edw. Luther	1927	Greenville
Brady, Chas. A.	1919	Newton
Brakebill, Rankin Lowry	1927	Sylva
Brame, Robert Marvin	1901	N. Wilkesboro
*Brame, Wm. Anderson	1913	Rocky Mount
*Brantley, John C.	1917	Raleigh
*Brantley, Paul Clayton	1916	Wendell
Brewer, Stroud Otis	1915	Durham
Briles, David Thomas	1916	Rocky Mount
Brinkley, James Hackburn	1923	Wilmington
Brison, John Edgar	1924	Gastonia
Bristow, Ellie Burton	1924	Hamlet
*Brooks, Frank Gibbons	1921	Siler City
Brookshire, Guy E.	1919	West Asheville
Brookshire, Lloyd P.	1924	West Asheville
Brown, Henry C.	1915	Goldsboro
Brown, James Dulon	1916	Warsaw
*Brown, Joseph Key	1913	Greenville
Brown, Newton	1927	Asheville
Bryan, Robert Bruce	1927	Asheville
Bryan, Wm. Dempsey	1920	Tarboro
*Buchanan, George Gilmer	1927	Greensboro
Buffaloe, John Mack	1919	Raleigh
Bunting, J. H. (1893)	1923	Wilmington
Burgiss, Thos. Roy	1926	Sparta
Burrus, Samuel Brainard	1924	Asheville
*Burwell, W. A.	1919	Raleigh
*Butler, Alman Byron	1922	Clinton

C

*Cagle, Carlus Vann	1927	Greensboro
Cain, Leighton Dewey	1921	Raleigh
Caldwell, Paul Grier	1922	Gastonia
Campbell, Francis Earle	1927	Hillsboro
Campbell, Howard Turner	1925	Maiden
Campbell, Rowe B.	1918	Taylorsville
Canaday, Ralph Clarence	1913	Four Oaks
Capehart, Cullen Tucker	1920	Charlotte
Carswell, Abel Paul	1926	Winston-Salem
Carswell, Ransom Fred	1920	Winston-Salem
CARTER, SAMUEL (1918)	1915	Salisbury
Carter, Stamey	1918	Salisbury
*Cassell, A. Sam	1917	Winston-Salem
*Cate, Arlindo S. (1909)	1922	Greensboro
*Cecil, Aros Coke	1919	High Point
Chalker, Ottis Geiger	1922	Winston-Salem
Champion, Henry Chivous	1926	Shelby
Champion, Herbert O.	1926	Shelby
Chandler, Herbert C.	1927	Greensboro
Cheek, Germain Bernard	1926	Durham
*Cherry, Jas. L.	1925	Cramerton
Clark, Claude Baxter	1924	Williamston
Clark, Wm. A.	1926	Winston-Salem
Claverie, Jos. S.	1917	Asheville
Clayton, Albert Winfrey, Jr.	1926	N. Wilkesboro
Cline, Clement Eugene	1924	Asheville
Cline, Frederick Herman	1920	Charlotte
Cobb, James Louis	1920	Goldsboro
Cole, Thos. Reid	1925	Pinehurst
Coleman, Henry Grady	1915	Durham
Compton, James Wesley	1917	Salisbury
Cook, Robert E. Lee	1904	Tarboro
*Cooke, Henry Maddry	1906	Spencer
*COPELAND, ROBT. R. (1925)	1917	Ahoskie
Coppedge, J. Benj. (1913)	1922	Raleigh
*Coppedge, James William	1915	Raleigh
Costner, Beverley Pulaski	1910	Lincolnton
Council, Commodore Thos.	1915	Durham
Cousins, Wm. Green	1926	Charlotte
Cox, Garnett McLean	1922	Charlotte
Crabtree, Esker P.	1917	Franklinton
Crabtree, Gilbert	1915	Raleigh
*CRABTREE, W. A. (1917)	1915	Sanford
Craig, Wm. Franklin	1924	Charlotte
Craven, Chas. Hugh	1926	West Asheville
Crawford, Charles Latham	1926	N. Wilkesboro
*Crawford, Edgar P.	1919	Lenoir
Creech, Seth	1924	Kinston
Crenshaw, Jos. L.	1925	Hendersonville
Croom, Robert Devane	1924	Maxton
*Crutchfield, Thomas G.	1920	Greensboro
Culpepper, Frank Douglas	1913	Henderson
Curtis, Rufus Harrison	1924	Raleigh
Cutchin, Jas. Mack, Jr.	1908	Whitakers

D

*Dailey, James Futrall	1922	Greensboro
*Dailey, R. I.	1919	Reidsville
*Daniel, Elbert C.	1916	Zebulon
*Darlington, James Manly	1924	Winston-Salem
Davis, Clifford Vernon	1921	Suffolk, Va.
Davis, David Ramsey	1926	Fayetteville
*Davis, Edwin Bonner	1916	Morganton
Davis, Edward M.	1925	Roxboro
Davis, Hamilton Ewart	1927	Andrews
Davis, James Robert	1925	Asheville
Davis, Jos. Gomer	1927	Raleigh
Davis, Junius W.	1919	Edenton
Davis, J. Wiley S.	1926	Andrews
*Davis, Karl Welfare	1922	Winston-Salem
Dawson, Benj. Truet	1920	Rocky Mount
Dawson, Milton Piere	1920	Rocky Mount
Deal, Ernest	1926	Raleigh
Deal, Harland Murlee	1926	Charlotte
Dees, Fred	1919	Burgaw
Dees, Robt. Edw. Lee	1920	Wallace
Detter, Eli Earle	1925	Hickory
Dill, Geo. W., Jr.	1927	Morehead City
Dinwiddie, Paul Homes	1925	Black Mountain
Dorsey, Melville	1880	Henderson
Dover, Hugh Curtis	1921	Charlotte
*Dowdy, David Astor	1918	High Point
*Driggers, Earle	1925	Greensboro
Duffy, Frank S.	1919	New Bern
*Dukes, Marion Heyward	1926	Hillsboro
Dunn, Robert A.	1904	Charlotte
*Durham, Carl Thomas	1918	Chapel Hill

E

Edwards, Otho C.	1922	Raleigh
Edwards, S. M.	1919	Ayden
Edwards, Thos. Northey	1919	Charlotte
*Eldridge, Julius	1922	Greenville
*Ellington, Richard A.	1922	Madison
Elliott, Augustus Green	1915	Fuquay Springs
*Ellis, Wm. Dewey	1926	Greensboro
Elrod, Hugh Foster	1924	Memphis, Tex.
Etheridge, Samuel B.	1917	Washington
*Etheridge, Sidney G.	1913	Elizabeth City
Etheridge, Thomas Jarvis	1920	Oxford
*Eubanks, Clyde L.	1915	Chapel Hill
*Eubanks, James Norwood	1917	Greensboro
Evans, William Bryant	1924	Salisbury

F

*Farrell, R. D.	1919	Gastonia
Farrington, John Vanstory	1926	Raleigh
Fearrington, Tom Bell	1924	Asheville
Fentress, H. L.	1883	Wilmington
Ferguson, H. Q.	1924	Salisbury
Ferrell, Wessie Conway	1920	Nashville
Fetzer, Frank Goodson	1922	Wadesboro
Fields, James Thaddeus	1920	Laurinburg
Fields, James Thaddeus, Jr	1917	Laurinburg
Finley, Gray Bynum	1920	Marion
Fisher, Lester	1920	Statesville
*Fitchett, Carl E.	1916	Dunn
Fleming, Fred Henry	1924	Fuquay Springs
*Fordham, Christopher C.	1897	Greensboro
*Fordham, C. C., Jr.	1925	Greensboro
*Fordham, Christopher McK.	1922	Greensboro
Foster, Caney	1913	Weldon
Foster, Dan Wm.	1927	West Asheville
Foster, John Coke	1927	West Asheville
Fowlkes, Wm. Mortimer	1920	Rockingham
*Fox, Charles Michael	1909	Asheboro
Fox, Ludolph Glenn	1922	Rockingham
*Frieze, William Scott	1919	Concord
Fulgham, Raiford Thomas	1913	Kenly

Fullenweider, Phifer....1924 Raleigh
Fulmer, Verne Rufus....1924 Chester, S. C.
*Furr, Fitzhugh Lee....1921 Asheville
Futrelle, William Leon....1916 Wilmington

G

Gaddy, Henry Moody....1917 Charlotte
Galloway, Rawley....1922 Raleigh
Gamble, Archie Alex....1926 Waxhaw
*Gamble, Chas. Franklin....1920 N. Charlotte
Gamble, John Paul....1921 Monroe
*Gardner, T. L....1908 Reidsville
*Gattis, Philip D....1922 Raleigh
Gibbs, Thomas R. (1908)....1924 Belhaven
*Gibson, Allison McL....1925 Gibson
Gilbert, Loamie....1915 Benson
Gilbert, W. B....1924 Charlotte
Gilliam, Wade Axom....1925 Red Springs
*Glass, Patrick Gray....1926 Concord
Glenn, Arthur Leon....1925 Charlotte
*Glenn, Jamerson S....1925 Hickory
Godfrey, Paul Vernon....1926 Spray
*Gooch, Roland Louis....1922 Oxford
*GOODE, J. A. (1919)....1911 Asheville
*Goodman, George C....1881 Mooresville
*Goodrum, C. S....1916 Davidson
Gorham, Richard Speight....1919 Rocky Mount
Graham, John Calhoun, Jr.1917 Red Springs
*GRANTHAM, G. K. (1918)..1895 Dunn
Grantham, George Kenneth.1926 Dunn
*Grantham, Hiram....1904 Red Springs
*Grantham, Lewis Irvin....1916 St. Pauls
*Gray, Polk Cleybourne....1904 Statesville
Gray, Ralph Alfred....1926 Asheville
Green, Charles F....1915 Wilmington
Greene, Herbert Cooper....1920 Charlotte
Greene, John G....1919 High Point
*GREYER, C. P. (1917)....1909 Morganton
Griffin, Brack C....1918 Huntersville
Griffin, Octavius....1925 Rosemary
Griffith, W. (1914)....1923 Hendersonville
Grimes, David....1924 Robersonville
Grimes, Thos. Walter....1920 Greenville
Grissom, Gilliam....1922 Raleigh
Grove, Charles Elmer....1922 Asheville
Guion, Clayton Lloyd....1921 Aberdeen
Guion, Clyde Doyle....1919 Cornelius
Guion, Howell Newton....1921 Marshville
Guiton, John Albert....1921 Whiteville
*Gunter, Charles Newton....1926 Durham
Gurley, William Burden....1917 Windsor

H

Hair, Robert C....1924 Pineville
*Hales, Ralph A., Jr....1925 Spring Hope
Hall, James Malcolm....1922 Wilmington
Hall, Jas. Samuel....1926 Fayetteville
Hall, John Perry....1925 Oxford
Hall, Sam Canady....1924 Oxford
Hall, Stacy Buckner....1926 Mount Olive
Hall, Thos. N....1919 Mooresville
Hall, William Paxton, Jr....1922 Forest City
Ham, Thos. J., Jr....1926 Yanceyville
Hamlet, Reginald....1922 Raleigh
*†*Hancock, Franklin Wills*....1880 Oxford
Hand, Jasper Kennedy....1922 N. Charlotte
Hardee, Aldridge Kirk....1924 Graham
Hardee, Wm. Edmund....1927 Durham
Hardin, Edward M....1916 Wilmington
Hardin, Eugene Brooks....1924 Wilmington
Hardin, John H.....1880 Wilmington
Hardwicke, St. John Hart..1924 Buies Creek
Harper, C. P....1904 Selma
Harper, Carl Talmage....1917 Zebulon
Harrell, John W., Jr....1926 Rocky Mount
*Harris, Henry William....1921 Mocksville
Harris, Jos. Claxton....1924 Washington
Harrison, Louis Swepson....1927 Weldon
Harrison, Thomas N., Jr....1916 Littleton
Hart, John Albert....1927 High Point
Hart, L. W....1921 Salisbury
Hart, Robert Lee....1920 Southern Pines
*Harville, Reese Courts....1917 Thomasville
Haupt, Edward....1925 Newton
Hayes, Geo. Everett....1920 Hickory
Haymore, Jos. Baxter....1927 Greenville
Haywood, C. L....1910 Durham
Hedgepeth, Romulus A....1924 Lumberton
Henderson, Chas. W....1924 Durham
Henderson, Guilford Elerby 1927 High Point
Henderson, J. L....1913 Hickory
Herring, Needham B....1917 Wilson
Herring, Robert R....1917 Oxford
Hester, Fred....1922 Asheville
Hesterly, Louis Enloe....1914 Hendersonville
*HICKS, HENRY T. (1917)...1897 Raleigh
Hicks, Herma L....1919 Rocky Mount
Higgins, Charles M....1918 St. Pauls
*Hilton, Charles McLane....1908 Greensboro
Hobbs, Alden....1926 Kinston
*Hocutt, Delma Desmond....1920 Henderson
Hodges, Fred Hopkins....1925 Boone
Hoffman, Joseph Filson....1920 High Point
Hogan, Alexander L....1924 Kinston
Holland, Henry Odessa....1915 Apex
Holland, Robert Frank....1925 Charlotte
Holland, Willis Froneberger1924 Mount Holly
*Hollingsworth, Joseph....1919 Mount Airy
Hood, Hal C....1918 Smithfield
*Hood, John C....1919 Kinston
Hood, Richard Thornton....1920 Kinston
Hood, T. R.....1880 Smithfield
Hood, Thos. R., II....1925 Dunn
Hooper, Fred Lambert....1925 Sylva
Hord, Julian Cletus....1925 Shelby
*†*Horne, H. R.*....1880 Fayetteville
Horne, S. Ruffin....1920 Fayetteville
*HORNE, W. W. (1917)....1900 Fayetteville
Horsley, Howard T. (1917)1926 Bessemer City
Horton, John Palmer....1925 No. Wilkesboro
Horton, Roland Wm....1925 Monroe
Hough, James T....1926 Charlotte
House, Joseph....1924 Beaufort
*HOWELL, E. V. (1917)....1892 Chapel Hill
*Hoyle, Marion H....1919 Cooleemee
Hudson, Joe Parks....1925 Monroe
Hufham, Walter....1918 Morehead City
*Hughes, John Robert....1919 Madison
Hunter, Buxton W....1888 New Bern
Hunter, J. Boyce....1921 Charlotte
Hutchins, James Alexander..1910 Winston-Salem
*Hutchinson, J. McC....1922 Charlotte

I

Ingram, L. M....1920 High Point
Irvin, Otho Leroy....1924 Concord
Isley, George A....1920 Raleigh

J

*Jacobs, Marion Lee....1927 Chapel Hill
Jackson, Jasper Carlton....1927 Erwin
Jackson, Leonidas....1924 Erwin
Jacocks, Francis G....1910 Elizabeth City
JAMES ALBERT ALLISON....1916 Winston-Salem
*Jarrett, Lloyd Montaville....1922 Biltmore
Jenkins, Charles McBride....1925 Old Fort
Jenkins, Joseph Van....1925 Asheville
*Jenkins, Lawrence Wilson...1922 Greensboro
Jernigan, Rupert....1915 Beaufort
Jetton, Robert M....1920 Comer, Ga.
Jetton, W. A....1912 Davidson
Johnson, Roy Josiah....1924 Asheville
Johnson, William L....1924 Raleigh
Joiner, Arthur Eugene....1924 High Point
Joiner, Leon B....1920 High Point
Jones, Alpheus....1915 Warrenton
Jones, Dolan....1927 Monroe
Jones, John Barnes....1913 Lexington
Jones, John Lee....1924 Canton
*Jones, Joseph Hunter....1919 Haw River
Jordan, Dillon Leroy....1921 Raleigh
Joyner, Joseph Drewry....1915 Franklinton
*Justus, William Hicks....1887 Hendersonville

K

*Kelly, John Robertson....1909 Greensboro
Kendall, Bloomfield Horton.1922 Shelby
Kerner, Lewis Clarence....1905 Henderson
Kibler, Ralph Emory....1922 Morganton
*Kimball, Clarence Victor....1927 Raleigh
*King, Chas. H....1927 Durham
*King, J. R....1915 East Durham
*Kirby, Guy S., Jr....1920 Marion

Kirby, James Hines	1924	Kenly
Kirby, Kenneth A.	1917	Kings Mt'n.
Kirkman, Paul E.	1926	Winston-Salem
Knight, Robt. S., Jr.	1926	Columbia
*Koonce, John Edw	1918	Chadbourn
Koonce, Thomas R.	1922	Wilmington
Kunkle, Austin B.	1925	Conover
*Kyser, Edw. Vernon	1923	Chapel Hill

L

*Lamar, W. L.	1925	Albemarle
*Lamm, Lewis Marion	1924	Mount Airy
Landquist, Thomas Eugene	1899	Winston-Salem
Lane, Walter Lane	1920	Tarboro
Langdon, Ralph Edw.	1924	Raleigh
*Lasley, Matthew Ivey	1924	Winston-Salem
Lawing, Karl Lauder	1922	Lincolnton
Layden, Edward Harris	1919	Lexington
Layden, Hugh Winborne	1927	Charlotte
Layton, Clifford Chas.	1925	Sanford
Lea, Verne Duncan	1920	Charlotte
Ledbetter, E. DeB.	1919	Frederick, Md.
*LEE, PARMILLUS A. (1918)	1906	Dunn
Leggett, W. A.	1897	Edenton
Lewis, Horace Reginald	1917	Asheville
Lewis, Wilson E.	1919	Mount Olive
Liles, Wayland Andrew	1917	Durham
*Lisk, Daniel Cylde	1920	Charlotte
*Lloyd, Thomas Philip	1920	Chapel Hill
Loftin, James Urus	1925	Albemarle
Long, Roy	1924	Brevard
Lord, Charles A.	1916	Asheville
Lunn, Frank H.	1917	Winston-Salem
Lutz, Horace Cleveland	1909	Hickory
Lynch, Norman Walker	1920	McColl, S. C.
Lynn, Robert Marion	1925	Gastonia
Lyon, F. F.	1916	Oxford
Lyon, Osborne H. (1913)	1924	Plymouth
Lyon, Robert P.	1919	Wadesboro
*Lytch, Jas. Edison	1927	Lumberton

M

*McBane, O. D.	1922	Greensboro
McCraw, Wm. Polk	1925	Weldon
*McCrummen, Daniel Clayton	1926	Greensboro
McDaniel, Wm. Aubrey	1919	Enfield
McDonald, A. H. (1919)	1927	Durham
*McDonald, W. R., Jr.	1921	Spindale
McDowell, Norfleet Owen	1921	Scotland Neck
*McDuffie, R. A.	1915	Greensboro
McGee, Robt. Henry	1927	Clayton
*McKay, Daniel McNeill	1917	Durham
*McKay, Harvey Hooper	1918	Gastonia
McKay, Joseph Wheeler	1925	Asheville
McKay, Malcolm	1927	W. Durham
McKeel, Charles Baynor	1916	Columbia
McKenzie, Lacy McKinnon	1920	Lumberton
McKesson, Louis Walton	1902	Statesville
McKnight, L. E.	1921	Fayetteville
McLelland, J. H.	1924	Mooresville
McManus, Matthew T. Y.	1924	Winston-Salem
McMillan, John D.	1916	Lumberton
McMullan, Francis H.	1918	Old Ford
*McNeill, Geo. K.	1906	Rowland
McNeill, George Raymond	1919	Whiteville
Mabry, Charles Snellings	1917	Hamlet
*Macon, Arthur Boise	1918	Mount Airy
*Malone, Charles Everett	1917	Salisbury
Mann, Randall Newton	1919	High Point
Marrow, Chas. Taylor, Jr.	1920	Wilmington
*Martin, Alfred Newman	1922	Rosemary
*Martin, Sydnor L., Jr.	1924	Leaksville
Martin, Walter S.	1912	Canton
Mathes. T. J.	1924	Durham
*Matthews, Chas. E., Jr.	1919	Roanoke Rapids
Matthews, George W.	1922	Asheville
*Matthews, Walter Forest	1915	Randleman
*MATTON, G. A. (1917)	1885	High Point
Mayberry, E. B.	1916	Maxton
Mebane, William Macon	1922	Asheville
*Melvin, Marion B.	1924	Raleigh
*Melvin, Perry J.	1920	Fayetteville
Meyers, James Henry	1926	Saluda
Miles, Morton Clifton	1917	Henderson
Miller, Carl Tienken	1916	Wilmington
Miller, Charles B.	1890	Goldsboro
Miller, Clarence M.	1918	Wallace
Miller, Wortha Willard	1922	Enfield
Millican, Alexander G.	1921	Wilmington
Mills, John Craton	1919	Rutherfordton
Mills, Joseph Arthur	1922	Tabor
*MISSILDINE, E. E. (1917)	1902	Tryon
*Mitchell, Crudup P. (1917)	1922	Burlington
Mitchell, Franklin T.	1924	Fairmont
*Mitchell, Henry Gother	1914	Hamlet
Mitchener, John A.	1922	Edenton
*Moir, Archie L.	1919	Fayetteville
Montague, Geo. W.	1919	Durham
Mooneyham, Alvie Omega	1925	Asheville
Moore, Aurelius Roy	1924	Wilson
Moore, Milton Alvin	1926	Tarboro
Moore, John Patrick	1926	Cary
Moore, Thos. John	1927	Wilson
*Moose, A. Walter	1893	Mt. Pleasant
Moose, George Kelly	1925	Boone
*Moose, Walter Lee	1924	Charlotte
Morgan, Jesse T.	1918	Benson
Morrisette, Calvin Black	1919	Elizabeth City
Morrison, Matthew S.	1906	Wilson
Morrow, Norman (1919)	1926	Gastonia
Mullen, Lester Boyd	1922	Asheville
Mullen, Thos. Lee	1927	Charlotte
Munday, Clifton Conner	1922	Taylorsville
Munday, James Coleman	1921	China Grove
Murphy, Chas. Lee	1917	Salisbury
Murchison, Ernest Edw.	1913	Goldsboro
Murphy, John Carpenter	1924	Thomasville

N

Nance, John Sanford	1922	Charlotte
Nelson, Stacy Gordon	1927	Tarboro
Neville, Augustus, Jr.	1927	Enfield
Newsome, Henry C.	1921	Mooresville
Nicholson, A. T.	1915	Tarboro
*Nicholson, M. A.	1918	Troy
Niestlie, William	1887	Wilmington
Norman, J. P.	1924	Yadkinville
*Nowell, Edwin	1919	Greensboro
Nowell, Wm. R.	1913	Wendell
Nutt, James D. (1880)	1916	Wilmington
Nye, David S.	1925	Wake Forest
*Nye, George Lanneau	1919	Siler City

O

*O'Brien, Joseph I.	1922	Pinehurst
*O'Hanlon, Edward W.	1895	Winston-Salem
Overman, Harold S.	1908	Elizabeth City

P

Page, B. F.	1906	Raleigh
Page, Henry Richard	1924	Wilmington
*Palmer, Archibald W.	1925	Sanford
Parker, Fernando Wood	1924	Raleigh
Parker, Richard Smith	1922	Murphy
Parker, Walter Wellington	1915	Henderson
Parker, W. W. Jr.	1924	Henderson
*Patillo, Roy Clifford	1924	Gastonia
Payne, Harry E.	1916	Wilmington
Peacock, Moses A.	1918	Benson
Perry, Elijah B.	1919	Littleton
*Petrea, Fred S.	1920	Greensboro
Phillips, Calvn B.	1920	Lincolnton
Phillips, M. B.	1919	Norwood
Phillips, Wm. Penn	1927	Clayton
Pierce, James Stanley	1920	Rocky Mount
*Pierce, Malcom Ernest	1920	Charlotte
Pigott, Dan Shepard	1926	New Bern
Pike, E. L.	1916	West Asheville
*Pike, Joseph Wm.	1922	Concord
*PILKINGTON, G. R. (1920)	1898	Pittsboro
Pinnix, John M. (1917)	1926	Kernersville
Pinnix, Wm. Maple	1925	New Bern
Pittman, Jos. Nicholas	1921	Henderson
*Pleasants, Frank R.	1919	Louisburg
*Poole, Laurie B.	1924	Greensboro
*Pope, Henry Lennon	1908	Winston-Salem
Porter, Charles Davis	1924	Concord
Porter, Clifford	1922	Black Mt'n.
Porter, William Clarkson	1924	Greensboro
Powell, David Earle	1908	Winston-Salem
Powers, L. Bruce	1915	Raleigh

Price, S. H.	1920	Mooresville
Pruett, Albert Roberts	1925	Jacksonville, Fla
Pugh, Edward Stuart	1924	Windsor
*PURCELL, SAM M. (1919)	1909	Salisbury

Q

Quinn, Flay Dewitt	1921	Shelby

R

Ray, Clifford W.	1925	Norton, Va.
Ray, Ervin Linwood	1926	Asheboro
Rayburn, Hansel, L.	1925	Hot Springs, Va
RAYSOR, C. A. (1917)	1904	Asheville
*Reaves, Edwin Leroy	1920	Asheboro
*Reaves, L. E.	1915	Raeford
Redding, E. F.	1919	Lucama
Reedy, Wm. Charles	1924	Henderson
Rees, Henry E.	1924	Wingate
Reeves, Jefferson	1924	Waynesville
Reinhardt, Robt. Lee	1919	Forest City
Reins, Charles Cicero	1925	Winston-Salem
Rhinehardt, Charles B.	1926	Asheville
Rhodes, Cader	1924	Raleigh
Rhyne, Clarence Little	1922	Statesville
Rhyne, Wayne Frank	1925	East Gastonia
Rice, Leslie Davis	1924	Rocky Mount
*Ridenhour Davidson Giles	1917	Mount Gilead
*Rimmer, Eugene Freeland	1913	Charlotte
Rimmer, Robert Meril	1921	Franklin
Ring, Clifton A.	1908	High Point
Ring, Luther Branson	1922	Mount Olive
*Ring, William A.	1897	High Point
Rives, Herbert Lisle	1924	Bethel
Roberts, Herschel	1918	Weaverville
Roberts, Hubert Earl	1926	Marshall
*Robinson, Ernest Fletcher	1926	Winston-Salem
Robinson, John Linwood	1919	Rutherfordton
*Rogers, Ralph Peel	1912	Durham
Rogers, William Fletcher	1915	Durham
*Rose, Ira W.	1906	Rocky Mount
Rosemond, Jacob F.	1918	Kinston
Ross, Henry Clay	1924	Winston-Salem
Ross, Wm. Edgar	1925	Mount Airy
Roycroft, Wm. Ruffin	1925	Coats
Rudisill, Jones Solomon	1910	Cliffside
Rush, Geo. W. C.	1919	Aberdeen

S

Salling, A. T.	1912	Wilmington
Sally, W. M.	1912	Asheville
Sanders, Andrew J. (1913)	1924	McAdenville
Sanford, Roger D.	1922	Winston-Salem
*Sappenfield, Jas. Alex	1926	Kannapolis
Sappenfield, William A.	1924	Fayetteville
Sauls, M. M.	1915	Ayden
Sawyer, Robt. Brooks	1926	Charlotte
Saunders, Lawrence Sidney	1927	Wilmington
Scott, John M.	1898	Charlotte
*Scroggs, Fleet Hall	1926	Franklin
Scruggs, Richard G.	1920	Asheville
*Seawell, Charles C.	1912	Greensboro
Secrest, A. McD.	1907	Monroe
Selden, Jos. Stancell	1927	Raleigh
Senter, Plennie L.	1921	Raleigh
Sewell, Guion Linwood	1927	Wilmington
Shaw, Rufus Sugg	1917	Scotland Neck
*Shelton, Claude Fuller	1916	Chadbourn
Sheppard, J. W.	1896	Charlotte
Sherard, J. F.	1922	Hendersonville
Shieder, George Abbott	1917	W. Asheville
Shore, Madison Luther	1926	Raleigh
Shuford, Lloyd D.	1925	Asheville
Simpson, Louis Boyd	1927	Charlotte
*Simpson, Thomas S.	1916	Winston-Salem
Sinclair, Edw. Grady	1927	Raleigh
Sisk, Charles J.	1925	High Point
Siske, G. C.	1922	Greensboro
Sitison, Jas. Andrew	1927	Albemarle
Sloop, Lonnie L.	1919	Elm City
Sloop, Marks Brown	1926	China Grove
Smith, Casper	1914	Wilson
Smith, C. H.	1919	Charlotte
*Smith, Edward Warren	1919	Pilot Mountan
Smith, Frank S.	1907	Asheville
Smith, Frank T.	1888	Franklin
*Smith, James Filmore	1925	Jackson Springs
Smith, James Matthew	1925	Asheville
*Smith, Leon	1920	Kannapolis
*Smith, Mattie Elizabeth	1926	Charlotte
*Smith, William W.	1922	Greensboro
*Snuggs, Wm. Henry	1911	Albemarle
*Snypes, Coley Lamb	1924	Sanford
Souders, Floyd B.	1920	Fayetteville
Sowell, Sam	1924	Hamlet
Sparks, Jas. Ellis	1926	Greenville
Spoon, Jas. Merritt	1926	Charlotte
Stallings, W. Herbert	1916	Fayetteville
*Stanback, Thos. Melville	1917	Spencer
*Stevenson, John Thomas	1919	Elizabeth City
Stimson, J. H.	1912	Statesville
*Stone, Albert Hermann	1922	Spray
Stone, W. L.	1922	Franklinton
Stowe, Charles D.	1917	Asheville
Stowe, Harry R.	1912	Charlotte
*STOWE, JAMES P. (1921)	1906	Charlotte
*Stowe, Lester H.	1910	Charlotte
*Stratford, Parke C.	1919	Greensboro
Strayhorn, William F.	1922	Durham
Streetman, John W. (1919)	1925	Marion
Suggs, Robert Bailey	1906	Belmont
Summerlin, Arthur Rogers	1927	Laurinburg
*Summey, Kelly Nims	1924	Mount Holly
*Summey, Ptolemy Durant	1924	Dallas
*Summey, Purvey Burpee	1924	Mount Holly
*Suttle, Julius Albert	1919	Shelby
Suttlemyre, P. J.	1922	Hickory
*Sutton, James Linwood	1915	Chapel Hill
Swaney, Charles A.	1925	High Point
*Swaringen, DeWitt C.	1909	China Grove
Swindell, Edmund S.	1922	Durham
*Sykes, Eugene C.	1927	Greensboro
*Sykes, Ralph James	1925	Greensboro

T

*Tarkenton, Edward L.	1903	Wilson
Tart, David Whitfield	1916	Roseboro
Tate, Earl Henry	1925	Lenoir
Taylor, Chas. A.	1927	Charlotte
Taylor, Jas. Clyde	1924	Middlesex
*Taylor, William P.	1919	Roanoke Rapids
TEAGUE, M. F. (1919)	1917	Asheville
Temple, Jasper Owen	1915	Kinston
Templeton, Geo. Seckler	1927	Mooresville
Tennant, W. D., Jr.	1926	Asheville
*Thomas, C. R. (1901)	1911	Thomasville
Thomas, Eugene Ernest	1915	Roxboro
*Thomas, E. R.	1907	Erwin
*Thomas, Wm. Graham, Jr.	1927	Varina
Thompson, Albert Johnson	1924	Badin
*Thompson, James L.	1925	Reidsville
Thompson, John V.	1925	Hendersonville
Thompson, P. H.	1925	Fairmont
Thornton, Wm. Herbert	1920	Newton
Threatt, Julius Blakeney	1925	Pabo, Ga.
Thrower, H. E.	1919	Southern Pines
Tilley, John Everett	1924	Winston-Salem
Toms, Bate Carpenter	1919	Salisbury
*Toms, Elmo Reid	1924	Wilmington
*Townsend, J. H.	1915	Red Springs
*Tripp, Guy Oscar	1924	Durham
*Trent, John Andrew	1922	Winston-Salem
Trotter, Jas. Robert	1917	Salisbury
*Tucker, R. H.	1919	Reidsville
Tucker, William M.	1919	High Point
Tugwell, James Benj.	1916	Lillington
Turlington, Jesse Eli	1919	Marion
Turnmyre, Arthur P.	1922	Mount Airy
Tuttle, Bobbitt Marcus	1925	Winston-Salem

U

Underwood, J. T.	1918	Liberty
Utley, Herbert S.	1926	Benson

V

Vinson, Emmett L.	1922	Halifax
*Vinson, James T.	1923	Goldsboro

W

Walker, Archie D.	1925	Ahoskie
Walker, Benj. Wyche	1917	Rocky Mount
Walker, C. A.	1912	Asheville

Walker, Irving	1921	Reidsville
Walker, Thomas A.	1917	Charlotte
*Wallace, Arthur C.	1924	Shelby
Ward, Edward Harvie	1924	Tarboro
Ward, Waits A.	1924	Swannanoa
*Warren, Bowman Glidewell	1927	Raleigh
Warren, B. S.	1914	Greenville
Warren, Junius Campbell	1922	Dunn
*Waters, G. W., Jr.	1910	Goldsboro
Watkins, W. O.	1922	Rutherfordton
*Watson, H. P., Jr.	1917	Winston-Salem
Watson, Richard	1924	Tryon
Wearn, Wm. Henry	1884	Charlotte
Weatherly, A. E.	1920	Greensboro
Webb, Eugene Lea	1919	Thomasville
*Webb, Thomas Paul	1921	Shelby
Welborn, William Fowle	1919	Lexington
*WELFARE, S. E. (1917)	1917	Winston-Salem
Westbrook, Almond Percy	1923	Norfolk, Va.
*Wharton, Lee A.	1915	Gibsonville
*Wheeler, Cyrus Rankin	1920	Winston-Salem
Wheless, R. E. L.	1916	Warsaw
*White, Eliott S.	1922	Mebane
White, F. L.	1922	Mebane
White, George Spencer	1924	Lexington
White, Henry Garfield	1916	Elm City
*White, Herbert Wm.	1925	Fayetteville
*White, James I.	1918	Burlington
White, Jas. Stark	1921	Elon College
White, John A.	1921	Jonesboro
*White, Joseph A.	1921	Mooresville
White, Julian E.	1915	Raleigh
*WHITE, LUTHER	1921	Wilmngton
White, Wm. Rodwell	1910	Warrenton
White, Wm. Garner	1926	Charlotte
*Whitehead, Chas. R.	1924	Ramseur
Whitehead, Jefferson D., Jr.	1927	Enfield
Whitley, Jesse Rose	1924	Fremont
*Whitmire, H. E.	1925	St. Louis, Mo.
Wiggins, W. W.	1922	Raleigh
*Wilkins, William Robt.	1918	No. Wilkesboro
Williams, A. H. A.	1916	Oxford
Williams, H. C.	1912	Charlotte
Williams, John Cassie	1921	Gastonia
Williams, M. Van B.	1920	Winston-Salem
Williams, Robt. Ivey	1880	Raleigh
Williams, Morrison P.	1902	Charlotte
Williams, T. F.	1924	Salisbury
*Williamson, C. M.	1926	Laurinburg
Williamson, Joseph Worth	1924	St. Pauls
Willis, Beatrice A.	1922	Fayetteville
Willis, Robert Moore	1921	Morganton
Wilson, Claude Arthur	1925	Monroe
Wilson, Eugene C.	1921	Burlington
Wilson, George Sparrow	1921	Belmont
Wilson, Lowry Reed	1924	Lowell
*Wilson, Thomas Harvey	1924	Thomasville
Wilson, Thomas V.	1924	Hendersonville
Wilson, Wm. B.	1920	Hendersonville
Winders, Hal Marion	1925	Farmville
Wohlford, Herbert Wm.	1921	Charlotte
*Wolfe, Benj. Houston	1919	Charlotte
Wolfe, Carl	1919	Hickory
Wolfe, Drayton	1919	Lincolnton
*Wolfe, William Samuel	1918	Mt. Airy
Woodard, Clarence Thomas	1925	Charlotte
*Woodard, Ernest V.	1919	Selma
Woolard, Edward W.	1922	Henderson
Worthington, E. C.	1925	Washington
*Wrike, Walter Curtis	1922	Graham

Y

Yoder, Coley R.	1922	Newton
Young, John	1918	Lumberton
Youngblood, Leonard S.	1925	Maiden

Z

*†*Zoeller, Edward V.*	1880	Tarboro
*Zuckerman, Isaac L.	1918	Durham

ASSOCIATES

Adams, Lowry Thomas	1924	Winston-Salem
Austin, David McBride	1927	Maxton
Calton, Renneth C.	1922	Nashville
Caplan, Isaac Leo	1922	Old Fort
Charles, Gloma A.	1919	Aberdeen
*Coble, H. Floyd	1925	Greensboro
Cook, Robert Hoyle	1924	Asheville
Correll, Leslie James	1925	Kannapolis
Cox, Thomas M.	1922	Asheville
Coxe, James S.	1920	Raleigh
Currens, Turner Fee	1926	New York City
Dean, Chas. Adolphus	1927	De Sota, Ga.
*Dellinger, John Wesley	1925	Stanly
Dilling, Coit	1924	Gastonia
Dixon, Herman Lewis	1922	Charlotte
*English, Nereus C.	1924	Monroe
Ferrell, John Calvin	1926	Durham
*Finley, Robert Sylvester	1917	Asheville
*Fleishman, A. M.	1927	Fayetteville
*Funderburk, Rupert	1924	Monroe
Gibson, P. E.	1925	Hendersonville
Griffin, Ellerbe Wilson	1922	Kings Mountan
Griffin, Wm. Russell	1926	Nashville
*Hall, James Henry	1925	Statesville
Harper, Wm. Lacy	1926	Mount Airy
*Henderson, Leonard Willis	1925	Franklinton
Hickman, Wesley Jones	1926	Rutherfordton
*Hicks, Ernest L.	1923	Concord
Hoey, Frank E.	1922	Shelby
Huggins, Wm. Wesley	1924	Wilmington
Johnson, Graham Page	1924	Wallace
Kennedy, J. H.	1923	Gastonia
Laidlaw, Herbert R.	1925	Salisbury
Lazarus, Joseph	1925	Sanford
Lewis, Edmund Wilkins	1925	Jackson
Little, George R.	1920	Saluda
Long, Lipman Aaron	1926	Mount Olive
Mabry, C. P.	1925	Hamlet
McLarty, Geo.	1926	High Point
Marsh, Joseph B.	1922	Salisbury
Mashburn, Pinkey H.	1922	Old Fort
*Mitchell, H.	1927	Raleigh
Moore, Harold Porter	1927	Rockingham
Murrow, Lelon Colquitt	1925	Asheville
Musgrove, Wm. McKinley	1927	Cataba
Page, Clarence Esiah	1922	Henderson
*Peeler, George Calvin	1922	Salisbury
Perry, Nathan B.	1926	Charlotte
Phillips, William B.	1921	Goldsboro
Ray,	1926	W. Jefferson
Richardson, Hobart Wm.	1926	Asheboro
Ring, Clifton Adolphus, Jr.	1927	High Point
Robertson, Wm. Zenas	1925	Burnsville
*Russell, G. A.	1925	Greensboro
Rush, Wesley S.	1922	Candor
Shaw, Daniel Ralph	1924	Lumberton
Sheffield, Bernard C.	1922	Warsaw
Stapleton, A. F.	1925	Glenville, Ga.
Sullivan, Lawrence Steers	1927	High Point
Tainter, Dean	1925	Marion
Taylor, Leroy Boone	1927	Jackson
Taylor, William Mabry	1927	Winston-Salem
Taylor, Wiley Roberts	1924	Fairmont
Thompson, Oma M.	1922	Raleigh
Thomas, Robert Henry	1927	Sanford
Underwood, Hamilton Polk	1924	Fayetteville
Underwood, William Alfred	1925	Asheboro
Viall, Wesley R.	1925	Sothern Pines
Vick, James Grey	1924	Wilson
Wagner, Jefferson, Carl	1925	Conover
White, John Jennings	1926	Henderson
White, Clarence Bernard	1927	Henderson
White, Perry Dare	1922	Charlotte
Yandle, Lester Hunter	1925	Matthews

HONORARY

Beal, James Hartley	Urbana, Ill.
Chase, Harry Woodburn	Chapel Hill, N. C.
Holton, Chas. Wm.	Newark, N. J.
Kelly, Evander F.	Baltimore, Md.
Rusby, H. H.	New York City
Venable, Francis Preston	Chapel Hill, N. C.
Wooten, Thomas V.	Chicago, Ill.

TOTAL MEMBERSHIP

Regular Members	743
Associate Members	74
Charter Members	8
Life Members	22
Honorary Members	7
Total	854

THE TRAVELING MEN'S AUXILIARY

OFFICERS

TOM BUTLER *President*
J. F. GOODRICH *Vice-President*
LAMBERT KUHN *Secretary-Treasurer*

MEMBERS

(List Supplied by Secretary Kuhn)

Name	*Firm Represented*	*Member's Address*
Alexander, R. H.	The Armand Co.	Box 334, Marion
Ballard, R. J.	The Beaufont Co.	Greensboro
Barbee, M. S.	The Barbee-Hayes Co.	Greensboro
Barge, R. H.	The Coca-Cola Co.	Charlotte
Barnby, T. F.	Horlicks, Malted Milk Co.	4004 Forest Hill Ave., Richmond, Va.
Bell, H. M.	The Upjohn Co.	Windsor
Bradburn, W. F.	E. R. Squibb and Sons	502 King St., Hendersonville
Bowen, J. A.	The H. B. Gilpen Co.	Washington
Bowers, J. B.	Owens and Minor Drug Co.	Box 1396, Richmond, Va.
Bradshaw, B. E.	The Upjohn Co.	Gastonia
Brame, William	Sharp and Dohme	Ricks Hotel, Rocky Mount
Brownie, J. R.	Dr. Miles Medical Co.	Box 186, Berkeley Station, Norfolk, Va.
Buhmann, W. L.	O'Hanlon-Watson Drug Co.	Winston-Salem
Bundy, F. L.	The Justice Drug Co.	Bland Hotel, Raleigh
Burwell, W. A.	Eli Lilly and Co.	Raleigh Hotel, Raleigh
Butler, T. F.	The Hollingsworth Co.	Box 61, Reidsville
Civil, John K.	Norwich Pharmacal Co.	Box 52, Elizabeth Station, Charlotte
Coble, H. F.	O. Henry Drug Co.	Greensboro
Coleman, R. L.	The Nunnally Co.	Atlanta
Compton, Dan	Powers-Taylor Drug Co.	Reidsville
Cook, B. S.	Young Drug Co.	Charlotte
Coppedge, J. B.	W. H. King Drug Co.	Raleigh
Coppedge, J. W.	W. H. King Drug Co.	Raleigh
Craven, H. E.	W. H. King Drug Co.	Raleigh
Davis, J. L.	Justice Drug Co.	Greensboro
Delamater, E. L.	Sharp and Dohme	Giersch Hotel, Raleigh
Dixon, A. C.	Carolina Ice Cream Co.	Fayetteville
Dixon, W. R.	Bauer and Black	Charlotte
Dunkley, W. A.	The Colgate Co.	New York City
Farnsworth, H. J.	Schaefer Pen Co.	Sir Walter Hotel, Raleigh
Ferrell, J. C.	Peabody Drug Co.	Durham
Ferrell, O. E.	Peabody Drug Co.	Durham
Foege, John, Jr.	John Jr. Cigar Co.	Richmond, Va.
Gaddy, H. M.	Sharp and Dohme	Mecklenburg Hotel, Charlotte
Goodrich, J. F.	B. C. Remedy Co.	Durham
Hare, Dave	Parke Davis and Co.	Greensboro
Hatcher, R.	Stanback Chemical Co.	Spencer
Haurich, C. R.	Kendall Medicine Co.	Shelby
Hayes, J. P.	Justice Drug Co.	Greensboro
Hayes, P. A.	Justice Drug Co.	Greensboro
Henderson, C. F.	O'Hanlon-Watson Drug Co.	Winston-Salem
Hicks, H. T.	Capudine Chemical Co.	Raleigh
Hoft, B. A.	Powers-Taylor Drug Co.	Kinston
Holmes, R. P.	Burwell and Dunn Co.	Charlotte
Holly, C. A.	Burwell and Dunn Co.	Charlotte
Hubbard, S. L.	The Norris Co.	Box 270, Reidsville
Huggins, H. H.	The Wampole Co.	Pomaria, S. C.
Hunter, R. E.	The Upjohn Co.	Graham
Hunter, R. W.	W. H. King Drug Co.	Raleigh
Hurt, J. A.	The Coca-Cola Co.	Atlanta, Ga.
Jenkins, J. C.	Stanback Chemical Co.	Spencer
Johnson, W. L.	Parke, Davis and Co.	Gibson

Kelly, T. J.	The Colgate Co.	Charlotte
Knowles, O. F.	Palm Olive Co.	Charlotte
Kruger, J.	Becton-Dickinson Co.	Rutherford, N. J.
Kuhn, Lambert	Robt. M. Green and Sons	Box 915, Charlotte
Lansbur, C. S.	H. K. Mulford Co.	Philadelphia
Leimkuhler, M. J.	E. B. Read and Son Co.	Box 1001, Charlotte
Lowe, R. W.	Bodeker Drug Co.	Chester, Va.
Lowery, R. A.	The Coca-Cola Co.	Atlanta, Ga.
Lyle, Jas. A.	Richard Gwathmey and Co.	2921 Seminary Ave., Richmond, Va.
McElween, W.	The Nyal Co.	617 Arsenal Ave., Fayetteville
McPhail, Russell	McPhail's Chocolates	Jacksonville, Fla.
Marston, R. H.	The Upjohn Co.	Kinston
Martin, P. M.	The Coca-Cola Co.	Atlanta, Ga.
Miller, E. M.	The Bodeker Drug Co.	Richmond, Va.
Mitchell, H.	The W. H. King Drug Co.	Raleigh
Nutting, H. C.	Eli Lilly and Co.	Winston-Salem
O'Bannon, J. B.	Scott Drug Co.	Charlotte
O'Hanlon, E. W.	O'Hanlon-Watson Drug Co.	Winston-Salem
Reinheimer, Lee	Cliff Weil Cigar Co.	Richmond, Va.
Richards, T. A.	The H. B. Gilpen Co.	Raleigh
Rowe, John	Eli Lilly and Co.	Conover
Shearan, J. P.	Huyler's Candies	New York City
Shreve, Dave	Justice Drug Co.	Greensboro
Simpson, T. S.	Justice Drug Co.	605 Spruce St., Winston-Salem
Smith, D. A.	H. K. Mulford Co.	Box 662, Charlotte
Smith, Thos.	Burwell and Dunn Co.	Charlotte
Stanback, Fred	Stanback Chemical Co.	Spencer
Sterne, A.	Montag Bros. and Co.	New York City
Trimble, J. T.	French Battery Co.	Charlotte
Waldhauser, H. G.		
Watson, H. P., Jr.	O'Hanlon-Watson Drug Co.	Winston-Salem
Webb, A. G.	United Drug Co.	Rocky Mount
Welhouse, L. J.	Richmond Sundry Co.	525 E. Main St., Richmond, Va.
Yearby, Adolph	Justice Drug Co.	Durham

FORTY-SIXTH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

1927

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1927-1928

Commissioned by His Excellency, the Governor of North Carolina

I. W. ROSE, Rocky Mount.....Term expires April 28, 1928
F. W. HANCOCK, Oxford.....Term expires April 28, 1929
J. G. BALLEW, Lenoir.....Term expires April 28, 1930
C. P. GREYER, Morganton.....Term expires April 28, 1931
E. V. ZOELLER, Tarboro.....Term expires April 28, 1932

PRESIDENT

EDWARD V. ZOELLER Tarboro

SECRETARY-TREASURER

F. W. HANCOCK Oxford

FORTY-SIXTH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

LETTER OF TRANSMISSAL

Oxford, N. C., June 1, 1927.

To His Excellency,
A. Wilton McLean,
Governor of North Carolina.

Sir:—

As required by Section 6654 of the North Carolina Pharmacy Law I have the honor to submit herewith to your Excellency the Forty-Sixth Annual Report of the North Carolina Board of Pharmacy for the year ending May 31, 1927, including therein a financial statement of the year's transactions, also lists showing the registered pharmacists, registered assistant pharmacists, pharmacists registered by reciprocity, physicians permitted to practice pharmacy, and deaths.

Respectfully submitted,
F. W. HANCOCK, *Secretary-Treasurer*,
N. C. Board of Pharmacy.

To the Officers and Members of the North Carolina Pharmaceutical Association:

Sirs:

In addition to the report of the North Carolina Board of Pharmacy as transmitted to His Excellency the Governor, I am, also submitting to you, as required by the State pharmacy law, a copy of said report for the year ending May 31, 1927.

Meetings and Examinations

The one hundred and seventh (107) meeting, (this being the annual meeting) of the Board was held in the Carolina Inn Hotel at Chapel Hill, N. C., June 14 and 15, 1926.

The following members were present: E. V. Zoeller, I. W. Rose, C. P. Greyer, J. G. Ballew and F. W. Hancock.

Mr. James G. Ballew, of Lenoir, presented his commission from the Governor as a member of the Board for the unexpired term of Mr. James A. Henderson, deceased, from April 8, 1926 to April 28, 1930. Attached to said commission was the oath of office taken before the Clerk of the Superior Court of Caldwell County. A cordial welcome was extended to him, and he entered upon the duties of the office.

Mr. C. P. Greyer of Morganton presented his commission from the Governor as a member of the Board for a term of five years from April 28, 1926. Attached to said commission was the oath of office taken before the Clerk of the Superior Court of Burke County. He thereupon reëntered upon the duties of the office.

The following resolutions of respect and sympathy at the death of the late member of the Board, Mr. James A. Henderson of Charlotte, were submitted and unanimously adopted:

Whereas: It has pleased the Great Divine to remove from our midst our friend James A. Henderson, of Charlotte, N. C., a most earnest co-labourer in the advancement of pharmacy, be it, therefore, resolved:

That in his passing we will miss him and his faithful services, and that the North Carolina Board of Pharmacy extend to his sorrowing family their deepest sympathy.

Examination

Eighty-seven (87) candidates took the examination, of which forty-one (41) took the Theoretical only. Thirty-seven (37) took the complete Pharmacist examination and nine (9) the Assistant examination. The examinations were given in the Pharmacy Building.

Pharmacists

The following thirty-five (35) who took the Pharmacist examination were successful and were registered and licensed.

Blades, Melick West.....Elizabeth City
Blanton, Charles Donald.....Forest City
Blue, Daniel Adolph.....Carthage
Bryan, Robert Bruce.....Asheville
Carswell, Able Paul.....Winston-Salem
Clark, William Alexander.....Winston-Salem
Champion, Henry Chivous.....Shelby
Crawford, Charles Latham.....North Wilkesboro
Curtis, Rufus Harrison.....Dillon, S. C.
Davis, David Ramsey.....New Bern
Davis, Joseph Gomer.....Fingerville, S. C.
Deal, Ernest.....Hickory
Farrington, John Vanstory.....Cooleemee
Foster, Dan William.....West Asheville
Gamble, Archie Alexander.....Waxhaw
Harrison, Lewis Swepson.....Littleton
Hudson, Joe Parks.....Monroe
Lindeman, Wilker Joseph.....Washington, Indiana
Mitchell, Franklin Troy.....Fairmont
Moore, Milton Alvin.....Macon
Moore, Thomas John.....Wilson
Nelson, Stacy Gordon.....Gloucester
O'Neal, Walter Prentiss.....Chapel Hill
Phillips, William Penn.....Morehead City
Raker, William Grant.....Lexington
Robinson, Ernest Fletcher.....Wilmington
Ross, Henry Clay.....Albemarle
Scroggs, Fleet Hall.....Franklin
Sewell, Guion Linwood.....Swansboro
Sparks, James Ellis.....Robersonville
Spoon, James Merritt, Jr.....Laurinburg
Tennant, Walter Douglas, Jr.....Asheville
Warren, Bowman Glidewell.....Leaksville
Whitmire, Homer Edward.....Greensboro
Williamson, Charles McMillan.....Parkton

Assistant Pharmacists

The following eight (8) who took the Assistant examination having made the required percentage were declared successful and were registered and licensed.

Bell, Earl Vance.....Raleigh
Britt, Carl Barden.....Chadbourn
Browning, Alton Cain.....West Durham
Clark, Timothy Nicholson.....Littleton
Hughes, Miles Augustus.....Edenton
Johnson, William Spurgeon.....Rocky Mount
McConnell, Miss Ethel.....Newton
Moose, Hoy Archibald.....Mount Pleasant

108th Meeting

The One Hundred and Eighth Meeting of the Board was held at the Carolina Inn Hotel, Chapel Hill, November 22 and 23, 1926, with all members of the Board present.

Examination

Nine (9) candidates took the examination. Eight of these took the Pharmacist and one (1) the Assistant. The examination was held in the Pharmacy Building.

Pharmacists

The following six (6) were successful and were registered and licensed:

Buchanan, George Gilmer.....Greensboro
Kelly, George Carl.....Lillington
McCrimmon, Daniel David.....Hemp
Pigott, Daniel Shepard.....New Bern
Templeton, George Sechler.....China Grove
Wooten, John William Franklin.....Fremont

Assistant Pharmacists

The following candidate took the Assistant examination and being successful was registered and licensed:

Usher, Joseph Thames.....Rocky Mount

North Carolina Board of Pharmacy

BUSINESS ORDER

Roll call and *pro tem.* appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

Rules for the Government of the North Carolina Board of Pharmacy

Examinations shall be plainly written, and divided under five heads, namely:

1. Materia Medica, Posology, and Toxicology, with identification of vegetable and animal drugs.
2. Theoretical Pharmacy.

3. Practical Pharmacy, including laboratory work, prescription criticism and reading, with identification of galenicals.

4. Pharmaceutical Chemistry, with identification of chemicals.

5. Pharmaceutical mathematics.

Written questions shall be arranged as nearly as practicable into ten main questions under each head, with sub-questions.

For the purpose of grading or rating, answers to questions shall be valued by marks or points based on their importance, as determined by the judgment of the examiner.

A general average of seventy-five per cent, with not less than sixty per cent under any head or department, shall be required to pass.

No application for registration, license or permit, shall be considered, unless made out, and duly sworn to, upon the official form of the Board, and accompanied by the required fee.

Re-Registration

The following twenty-one (21) Pharmacists have re-registered during the year:

Abernethy, J. G.....Elkin
Andrews, J. P.....Albemarle
Ashcraft, H. C.....Marshville
Beatty, J. M.....Tarboro
Bradsher, W. D.....Oxford
Clark, H. T.....Scotland Neck
Cline, H. E.....Greensboro
Cottle, B. J.....West Palm Beach, Fla.
Crabtree, E. P.....Franklinton
Davis, J. E.....Wake Forest
Early, E. E.....Canton
Gaskins, W. F.....New Bern
Gilliam, W. A.....Elkin
Hart, G. W.....Winston-Salem
Johnson, J. E., Jr.....Lumberton
Jones, M. L. (Col.).....Charlotte
Lea, L. J.....Burlington
Mullen, T. L.....Huntersville
Sally, W. M.....Asheville
Smith, W. O.....Washington, D. C.
Woolard, E. W.....Henderson

Names of Pharmacists Removed from Register for Failure to Renew License

(Thirty-eight [38] in Number)

Ashcraft, L. C.....Marshville
Beatty, J. M.....Tarboro
Barnes, B. S.....Maxton
Burton, J. E.....Lampoc, Cal.
Carter, Jesse.....Aberdeen
Gilliam, W. A.....Elkin
Godwin, C. I.....Raleigh
Hand, W. L.....Charlotte
Hasty, E. T. (Col.).....Monroe
Horne, W. H.....Greenville
Hughes, C. M., M.D.....Cedar Grove
Howerton, J. L.....Greensboro
Johnson, A. S.....Smithfield
Joyner, J. D.....Franklinton
Keever, J. W.....Richmond, Va.
Kennedy, H. P. (Col.).....New Bern
Klutz, A. J.....Greensboro
Leavister, T. O.....Raleigh
Martin, S. L., M.D.....Leaksville
McArthur, R. M.....Winston-Salem
McBane, T. W.....Monroe
McLelland, J. H.....Morrisville
Middleton, D. N.....Colorado Springs, Colo.
Miller, W. W.....Aulander
Milton, R. H.....Albemarle
Morgan, R. S.....Marshall
Norman, J. S., M.D.....Columbia
Padgett, E. L.....Marion
Parker, R. H.....Durham
Pegram, Mrs. A. B.....Lenoir
Smith, F. L.....Lexington
Stewart, W. M.....Charlotte
Tate, W. E.....Atlanta, Ga.
Turner, T. A.....Lynchburg, Va.
Wilkerson, I. O.....Roxboro
Winstead, O. P.....Nashville
Young, C. T.....Clayton

Names of Assistant Pharmacists Removed from Register for Failure to Renew License

McLeod, A. B.....Raleigh

Pharmacists from this State Registered in Other States by Reciprocity

Hand, W. L.....Florida
McCraw, W. P.....Virginia
Nelson, W. G.....Maryland
Liner, J. A.....Texas
Westbrook, A. P.....Virginia

RECIPROCITY

The following were registered by reciprocity during the year.

(Seventeen [17] in Number)

Brown, Newton.....Asheville, from Mississippi
Campbell, W. R.....Asheville, from South Carolina
Carothers, T. R.....Rock Hill, from South Carolina
Cunningham, Walter Edmund, Pinehurst, from Massachusetts
Davenport, George Richard, (Col.), Asheville, from District of Columbia
Galbraith, J. B.....Greensboro, from Kentucky
Godfrey, A. E.....Durham, from Wisconsin
Greene, R. H.....Fairburn, Ga., from Georgia
Howard, E. W.....Garner, from Georgia

Johnson, L. O., Bethune, S. C., from South Carolina
Medford, DeV. Keith.....Clyde, from Oklahoma
Moose, W. L.....Mount Pleasant, from Maryland
Morriss, Wilton Hamlin, Richmond, Va. from Virginia
Murray, Edward Anthony, Asheville, from Pennsylvania
Sanders, L. S.....Wilmington, from Virginia
Stanley, Robert Ivey.....Greenville, from Virginia
Sumner, Preston.....East Point, Ga., from Virginia

The Following Re-registered in the Reciprocity List

Crenshaw, J. S., Birmingham, Ala., from Alabama
Mooneyham, A. O.....Asheville, from Alabama
Pruett, A. R.....Jacksonville, Fla., from Georgia
Schafhausen, J. J.....Asheville, from Kentucky

Removed from Reciprocity List for Failure to Renew License

(Fifteen [15] in Number)

Adams, W. C.....Florence, S. C.
Campbell, W. R.....Asheville
Carter, S. M.....Winston-Salem
Fulmer, V. R.....Charlotte
Galbraith, J. B.....Greensboro
Halstead, C. L.....Elizabeth City
Herrin, H. M.....Winder, Ga.
Lyon, W. B.....Greensboro
Marrow, C. T., Jr.....Greenville
McGahee, G. L.....Franklin
McManus, W. C.....Charlotte
Norton, H. H.....Asheville
Rhodes, W. F.....Asheville
Smith, R. A. (Col.).....High Point
Walton, J. C.....Hendersonville

Applications Rejected for Registration by Reciprocity

One from the State of Georgia.
One from the State of Missouri.
One from the State of South Carolina.
One from the State of West Virginia.

PERMITTED PHYSICIANS

Permits to conduct drug stores in towns of 500 inhabitants or less were granted to the following physicians:

Bennett, Ernest Claxton, Elizabethtown, Bladen County
Chapin, William Burdette, Moncure, Chatham County
Costen, Isaac Walter.....Castalia, Nash County
Harrell, William Horace, Creswell, Washington County
Martin, John Henry.....Red Oak, Nash County
Vaughan, Joseph Clinton, Rich Square, Northampton County
Wysong, Homer Clytus....Bonlee, Chatham County

Physicians Dropped from Register for Failure to Renew Permits

Bender, E. L.....Trenton, Jones County
Brown, C. E.....Faith, Rowan County
Foxworth, T. B.....Ranlo, Gaston County
Hall, P. B.....Pembroke, Robeson County
Harper, J. M.....Aurora, Beaufort County
Lee, L. V.....Lattimore, Cleveland County
Long, B. L.....Hamilton, Martin County
Medford, S. B.....Clyde, Haywood County
Stone, G. E.....King, Stokes County

DEATHS

The following Pharmacists have died during the year:

W. K. BARHAM
Morehead City

E. L. BRADLEY
Old Fort

J. R. BETTS
Macon

J. C. BOLTON
Rich Square

R. F. BUTLER
Beaufort

J. F. COLE
Carthage

R. L. DIXON
Milton

D. M. FIELD
Hertford

J. A. GRIFFIN, M.D.
Clayton

E. V. HARRISON
Greensboro

W. A. MABRY
Raleigh

C. J. MAUNEY
Albemarle

W. L. McKINNON
Wadesboro

R. E. L. SKINNER
Morrisville

J. L. TAYLOR
Oxford

Inspection Work

During the past year most of the drug stores and a large number of general stores were either inspected by our Assistant Inspector Mr. F. O. Bowman or by your Secretary. Some of them were inspected several times—particularly in those localities from which complaints of violations of the pharmacy law came. Some of these irregularities, I am glad to say, were corrected without recourse of the courts.

There are alleged violations in some sections of the State that need attention and as soon as sufficient evidence can be secured the violators will be prosecuted.

I call your attention to the following report made by our Assistant Inspector, Mr. F. O. Bowman.

REPORT OF F. O. BOWMAN

(Assistant Inspector)

Chapel Hill, N. C.
May 31, 1927.

To the North Carolina Board of Pharmacy:

Gentlemen:

I have the honor to submit herewith report of inspection work done by me for the fiscal year beginning June 1, 1926 and ending May 31, 1927. During this time I spent seventy-nine days in the field, and twenty-two days engaging in Legislative work in Raleigh during the 1927 session of the General Assembly, making a total of one hundred and one days for your Board.

The number of towns visited of the three hundred and twenty or more in the State having drug stores was one hundred and eighty. Four hundred and seventy-four drug stores conducted by registered druggists, twenty-one drug stores conducted under physicians' permits, and fifty-three patent medicine and general stores, were inspected. In all therefore five hundred and seventy-eight inspections were made.

Many minor irregularities were found to exist most of which were corrected when the violators were asked to comply with the provisions of the Pharmacy Act. Four or five that appear to be flagrant violations of the law were found. Evidence has either been secured or will be secured when it is possible to do so in these cases, and prosecutions in the courts will be instituted.

Respectfully submitted,
(Signed) F. O. Bowman.

Legislation

We are glad to be able to report the enactment into law by the last General Assembly of a Bill requiring the registration of all drug stores and Pharmacies and defining the terms "drug store" and "pharmacy."

This law goes into effect January 1, 1928, and I believe will be of great help in the enforcement of the Pharmacy Law. A copy of this law you will find following the registration of physicians to whom permits have been granted.

RECAPITULATION

Total number of Candidates examined—(Pharmacists)	45
Number licensed	41
Total number of Assistant Candidates examined	10
Number licensed	9
Total number of Pharmacists Re-Registered	21
Total number of Pharmacists Registered by Reciprocity	17
Total number of Pharmacists applying for Registration by Reciprocity Rejected	4
Total number of Pharmacists from this State Registered in other States by Reciprocity	5
Total number of Pharmacists dropped from Register for non-payment of renewal license	38
Total number of Pharmacists from Reciprocity list dropped for non-payment of renewal license	15
Total number of Permits granted to Physicians	7

Total of Physicians Permits dropped for non-payment of renewal of Permits	9
Total number of Pharmacists who have died	15
Total number of Physicians holding Permits	79
Total number of Assistant Pharmacists	16
Total number of Pharmacists Registered by Reciprocity	121
Total number of Pharmacists Registered	971
Total number of Pharmacists Registered including those Registered by Reciprocity	1,092

Women Pharmacists

Of the total number of Registered Pharmacists in the State 4 are white women, and 2 are colored, and one is white Assistant.

Colored Pharmacists

Of the total number of Registered Pharmacists in the State 47 are colored.

Outside the State

Of the total number of Pharmacists Registered 60 reside outside the State.

I respectfully submit herewith the receipts and disbursements for the current year:

North Carolina Board of Pharmacy in Account with F. W. Hancock, Secretary-Treasurer

1926 Cr.	
June 1—By balance on hand	$11,099.52
June 14—By Amt. paid by 79 candidates examined ($10 each)	790.00
June 14—By Amt. paid by 8 candidates examined ($5 each)	40.00
Nov. 22—By Amt. paid by 6 candidates examined ($10 each)	60.00
Nov. 22—By Amt. paid by 3 candidates examined ($5 each)	15.00
1927	
March 1—By Amt. Rec'd. from annual renewal licenses of pharmacists	5,500.00
March 1—By Amt. Rec'd. from annual renewal licenses of assistant pharmacists	80.00
March 1—By Amt. Rec'd. from annual renewal permits of physicians	405.00
March 1—By Amt. Rec'd. from re-registration fees	225.00
March 1—By Amt. Rec'd. from registration by reciprocity fees	135.00
March 1—By Amt. Rec'd. from registration by reciprocity fees (1926)	135.00
March 1—By Amt. Rec'd. from permits issued to physicians	55.00
March 1—By Amt. Rec'd. from reissuing of original certificates	5.00
May 31—By Amt. Rec'd. from interest	411.00
	$18,955.52

1926 Dr.	
June 10—To Amt. paid W. H. King Drug Co. (drugs)	$ 21.56
June 12—To Amt. paid Western Union Tel. Co. (telegram)	.30
June 14—To Amt. paid H. B. Gilpin Co. (drugs)	3.15
June 15—To Amt. paid E. V. Zoeller, exp. and per diem Board meeting	116.23
June 15—To Amt. paid I. W. Rose, exp. and per diem Board Meeting	100.29
June 15—To Amt. paid C. P. Greyer, exp. and per diem Board meeting	102.85
June 15—To Amt. paid J. G. Ballew, exp. and per diem Board meeting	99.26
June 15—To Amt. paid F. W. Hancock, exp. and per diem Board meeting	105.30
June 15—To Amt. paid Miss N. E. Sanders, (typewriting)	9.00
June 15—To Amt. paid Lyon Drug Co., (drugs)	3.70
June 18—To Amt. paid George McCauley (janitor)	5.00
June 18—To Amt. paid Sutton and Alderman (stationery)	4.00
June 23—To Amt. paid W. H. King Drug Co.. (drugs)	6.26
June 30—To Amt. paid Oxford Orphanage (printing)	1.50
June 30—To Amt. paid Oxford Post Office (box rent)	1.00
July 1—To Amt. paid Mitchell Printing Co. (printing)	4.62
July 1—To Amt. paid Reid & Smith (printing)	3.25
July 6—To Amt. paid Oxford Orphanage (printing)	3.25
July 9—To Amt. paid J. G. Hall (stationery)	1.50
July 13—To Amt. paid H. Gamse and Bro. (lithographing certificates)	27.84
July 29—To Amt. paid R. L. Price (auditing books and accounts)	23.50
Aug. 8—To Amt. paid National Paper Products Co. (mailing tubes)	4.04
Aug. 9—To Amt. paid Alfred Williams & Co. (stationery)	.80
Aug. 28—To Amt. paid Vance Tilley (fixing typewriter)	8.25
Aug. 30—To Amt. paid Oxford Post Office (postage stamps)	5.00
Sept. 10—To Amt. paid Underwood Typewriting Co. (fixing typewriter)	4.50
Sept. 15—To Amt. paid Carolina Tel. & Tel. Co. (phone toll)	1.20

Sept. 29—To Amt. paid E. V. Zoeller, (1-3 exp. to A. Ph. A.) 47.30
Oct. 1—To Amt. paid Oxford Post Office (box rent) 1.00
Oct. 1—To Amt. paid Oxford Post Office (postage stamps) 5.00
Oct. 2—To Amt. paid American Express Co. (expressage) 38
Oct. 4—To Amt. paid American Surety Co. (bond of secretary-treas.) 20.00
Oct. 5—To Amt. paid Seeman Printery Co. (printing) 44.92
Oct. 18—To Amt. paid Seeman Printery Co. (printing) 12.19
Nov. 9—To Amt. paid Oxford Post Office (stamped envelopes) 10.92
Nov. 24—To Amt. paid Oxford Orphanage (printing) 12.50
Nov. 25—To Amt. paid Oxford Mfg. Co. (printing) 1.50
Nov. 25—To Amt. paid E. V. Zoeller, exp. and per diem Board meeting..... 60.05
Nov. 25—To Amt. paid I. W. Rose, exp. and per diem Board meeting..... 65.68
Nov. 25—To Amt. paid C. P. Greyer, exp. and per diem Board meeting.... 63.50
Nov. 25—To Amt. paid J. G. Ballew, exp. and per diem Board meeting.... 73.64
Nov. 25—To Amt. paid F. W. Hancock, exp. and per diem Board meeting..... 67.70
Dec. 4—To Amt. paid Southern Railroad Co. (freight and cartage) 1.14
Dec. 8—To Amt. paid Oxford Post Office (postage stamps) 5.00
Dec. 8—To Amt. paid Carolina Tel. and Tel. Co. (phone toll)..... 3.95
Dec. 8—To Amt. paid Lyon Drug Co. (drugs for practical work) 1.50
Dec. 8—To Amt. paid J. G. Hall (drugs for practical work) 95
Dec. 8—To Amt. paid Howard Jones (janitor, chapel Hill) 2.00
Dec. 8—To Amt. paid Reynolds Mfg. Co. (Exam. Books) 13.31
Dec. 9—To Amt. paid I. W. Rose (1-3 exp. A. Ph. A. meeting) 47.30
Dec. 18—To Amt. paid Mrs. Bessie Farrior (typewriting) 8.00
Dec. 26—To Amt. paid Carolina Tel. & Tel. Co. (phone toll)..... 3.15
Dec. 27—To Amt. paid Oxford Post Office (stamps) 5.00
Dec. 31—To Amt. paid Oxford Post Office (stamps) 10.00

1927

Jan. 3—To Amt. Paid Oxford Post Office (stamps) 10.00
Jan. 3—To Amt. paid Oxford Orphanage (printing) 11.05
Jan. 4—To Amt. paid Oxford Post Office (box rent) 1.00
Jan. 4—To Amt. paid Oxford Mfg. Co. (printing) 1.50
Jan. 8—To Amt. paid C. P. Greyer, (1-3 exp. A. Ph. A. meeting) 47.30
Jan. 10—To Amt. paid Oxford Post Office (postage stamps) 5.00
Jan. 12—To Amt. paid Oxford Mfg. Co. (printing) 1.25
Jan. 12—To Amt. paid Oxford Post Office (postage stamps) 11.24
Jan. 15—To Amt. paid Carolina Tel. & Tel. Co. (phone toll) 2.45
Jan. 17—To Amt. paid Western Union Tel. Co. (telegram) 30
Jan. 25—To Amt. paid Nat'l. Asso. Board of Pharmacy (dues)..... 25.00
Feb. 2—To Amt. paid Oxford Mfg. Co. (printing) 1.25
Feb. 3—To Amt. paid Oxford Post Office (stamped envelopes) 11.24
Feb. 4—To Amt. paid Mitchell Printing Co. (printing)..... 4.61
Feb. 17—To Amt. paid Carolina Tel. & Tel. Co. (phone toll) 6.10
March 1—To Amt. paid Western Union Tel. Co. (telegram) 30
March 1—To Amt. paid Western Union Tel. Co. (telegram) 30
March 3—To Amt. paid W. N. Everitt, Sec. of State (copy new bill) 2.30
March 5—To Amt. paid Seeman Printery, Inc., (printing) 64.50
March 15—To Amt. paid Carolina Tel. & Tel. Co. (phone toll) 10.05
March 19—To Amt. paid Oxford Mfg. Co. (printing) 1.25
March 19—To Amt. paid Oxford Post Office (stamped envelopes) 11.24
March 20—To Amt. paid N. C. P. A. (printing 1926 Report of Board in Journal) 93.60
Apr. 1—To Amt. paid Oxford Post Office (box rent) 1.00
Apr. 4—To Amt. paid T. J. Bradley (copies Syllabus) 4.00
Apr. 8—To Amt. paid Western Union Tel. Co. (telegram) 30
Apr. 9—To Amt. paid Western Union Tel. Co. (telegram) 30
Apr. 9—To Amt. paid Seeman Printery, Inc. (printing) 22.14
Apr. 15—To Amt. paid Carolina Tel. & Tel. Co. (phone toll) 5.90
Apr. 28—To Amt. paid Alfred Williams & Co. (stationery) 6.00
May 5—To Amt. paid Oxford Post Office (postage stamps) 5.00
May 14—To Amt. paid Carolina Tel. & Tel. Co. (phone toll) 2.30
May 18—To Amt. paid Oxford Mfg. Co. (printing) 3.50
May 25—To Amt. paid Western Union Tel. Co. (telegram) 30
May 25—To Amt. paid State of N. C. (Fee for E. V. Zoeller's Com.) 2.50

F. O. Bowman Expenses and Salary for Inspection Work

May 31—To Amt. paid salary June, 1926	83.33
May 31—To Amt. paid salary, July, 1926	83.33
May 31—To Amt. paid expenses Aug., 1926	25.00
May 31—To Amt. paid salary Aug., 1926	83.34
May 31—To Amt. paid expenses Sept., 1926	25.14
May 31—To Amt. paid salary Sept., 1926	83.33
May 31—To Amt. paid expenses Oct., 1926	85.69
May 31—To Amt. paid salary Oct., 1926	83.33
May 31—To Amt. paid expenses Nov., 1926	79.29
May 31—To Amt. paid salary Nov., 1926	83.34
May 31—To Amt. paid salary Bal. June & Dec., 1926	100.00
May 31—To Amt. paid expenses Dec., 1926	73.30
May 31—To Amt. paid salary Dec., 1926	100.00
May 31—To Amt. paid salary Jan., 1927	100.00
May 31—To Amt. paid salary Feb., 1927	100.00
May 31—To Amt. paid expenses Mar., 1927	90.90
May 31—To Amt. paid salary Mar., 1927	100.00
May 31—To Amt. paid expenses Apr., 1927	139.92
May 31—To Amt. paid salary Apr., 1927	100.00
May 31—To Amt. paid expenses May, 1927	97.37
May 31—To Amt. paid salary May, 1927	100.00

F. W. Hancock Expenses and Per Diem Inspection and Other Work of Board

May 31—To Amt. paid expenses July, 1926	46.00
May 31—To Amt. paid per diem July, 1926	40.00
May 31—To Amt. paid expenses Aug., 1926	9.50
May 31—To Amt. paid per diem Aug., 1926	10.00
May 31—To Amt. paid expenses Sept., 1926	4.00
May 31—To Amt. paid per diem Sept., 1926	5.00
May 31—To Amt. paid expenses Oct., 1926	8.50
May 31—To Amt. paid per diem Oct., 1926	10.00
May 31—To Amt. paid expenses Nov., 1926	15.75
May 31—To Amt. paid per diem Nov., 1926	15.00
May 31—To Amt. paid expenses Dec. 1926	17.50
May 31—To Amt. paid per diem Dec., 1926	15.00
May 31—To Amt. paid per diem Jan., 1927	15.00
May 31—To Amt. paid expenses Jan., 1927	18.00
May 31—To Amt. paid expenses Feb., 1927	57.50
May 31—To Amt. paid per diem Feb., 1927	40.00
May 31—To Amt. paid expenses Mar., 1927	10.25
May 31—To Amt. paid per diem Mar., 1927	10.00
May 31—To Amt. paid expenses Apr., 1927	12.00
May 31—To Amt. paid per diem Apr., 1927	10.00
May 31—To Amt. paid expenses May, 1927	10.75
May 31—To Amt. paid per diem May, 1927	10.00
May 31—To Amt. paid F. W. Hancock salary as Secretary-Treasurer, stenographic aid and office rent for year ending May 31, 1927	1,500.00
May 31—To balance on hand	13,618.36
	$18,955.52

Respectfully submitted,
F. W. HANCOCK,
Secretary-Treasurer.

The above Financial Report as per order of the Board was audited by a Certified Public Accountant whose report follows:

RAYMOND L. PRICE
Certified Public Accountant
Attorney at Law
Raleigh, N. C.

June 18th, 1927.

To the Officers and Members of the North Carolina Pharmaceutical Association.

Gentlemen:

This is to certify that I have examined the books and records of F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy for the fiscal year ended May 31, 1927 and find them correct.

The records have been neatly and accurately kept and we acknowledge the courtesies extended and assistance rendered by your Secretary-Treasurer.

Respectfully submitted,
(Signed) RAYMOND L. PRICE,
Certified Public Accountant.

List of Registered Pharmacists, Assistant Registered Pharmacists and Pharmacists Registered by Reciprocity

REVISED JUNE 1, 1927

Please notify the Secretary promptly of any change in address.

A

1.	Abernethy, J. G.	1907	Elkin
2.	Adams, J. L.	1903	Gastonia
3.	Adams, E. C.	1908	Gastonia
4.	Adams, R. McC.	1915	LaGrange
5.	Adams, E. E.	1924	Statesville
6.	Ahrens, A. G.	1902	Wilmington
7.	Aiken, J. H.	1914	Biltmore
8.	Aiken, L. W.	1916	Asheville
9.	Alderman, J. L.	1923	Chapel Hill
10.	Alexander, O. T.	1910	Waynesville
11.	Allen, C. H.	1916	Huntersville
12.	Allen, H. H.	1915	Cherryville
13.	Allison, T. B.	1910	Asheville
14.	Amiss, J. T.	1888	Asheville
15.	Ancrum, E. W. (col.)	1911	Winston-Salem
16	Anderson, J. M.	1911	New Bern
17.	Andrews, C. M.	1907	Burlington
18.	Andrews, R. H.	1914	Burlington
19.	Andrews, W. T.	1917	Goldsboro
20.	Andrews, J. P.	1913	Albemarle
21.	Armfield, Horace	1898	Albemarle
22.	Armstrong, W. E. (col.)	1922	Rocky Mount
23.	Arps, P. M.	1916	Plymouth
24.	Arps, E. G.	1921	Plymouth
25.	Ashcraft, H. C.	1882	Marshville
26.	Ashford, A. J.	1901	Kinston
27.	Atwater, G. M.	1912	Greenville
28.	Austin, T. E.	1912	Roxboro
29.	Avner, Samuel	1925	California, Pa.

B

30.	Bailey, L. A.	1914	Charlotte
31.	Bain, J. D.	1924	Sylva
32.	Baker, W. P.	1921	Raeford
33.	Baker, E. R. (col.)	1924	Owensboro, Ky.
34.	Ballew, J. G.	1902	Lenoir
35.	Banner, John	1894	Mt. Airy
36.	Barker, E. J.	1911	Rowland
37.	Barker, W. B.	1898	Greensboro
38.	Barnes, E. W.	1911	Pinetops
39.	Barnes, H. A.	1912	Maxton
40.	Barnhill, W. L.	1912	Wilson
41.	Barnhill, Mabel	1906	Bethel
42.	Barrett, R. E.	1917	Burlington
43.	Battle, J. P., M.D.	1891	Nashville
44.	Baucom, A. V.	1905	Apex
45.	Beard, J. G.	1908	Chapel Hill
46.	Beavans, W. E.	1901	Enfield
47.	Beddingfield, E. T.	1913	Clayton
48.	Beddingfield, C. H.	1917	Clayton
49.	Bell, H. M.	1905	Windsor
50.	Bell, F. R.	1912	Beaufort
51.	Bennett, K. E.	1912	Bryson City
52.	Bennett, A.M., M.D.	1888	Bryson City
53.	Benson, E. S.	1916	Wilmington
54.	Berg, Jens	1906	Southport
55.	Bernard, Germain	1894	Durham
56.	Best, J. H.	1923	High Point
57.	Betts, J. A.	1913	Hendersonville
58.	Biddy, O. D.	1925	Waynesville
59.	Biggs, W. H.	1905	Williamston
60.	Biggs, J. W.	1909	Williamston
61.	Biggs, Sylvester	1889	Rockingham
62.	Bilbro, Q. T.	1916	Asheville
63.	Bingham, W. H.	1916	Concord
64.	Bizzell, H. L.	1920	Kinston
65.	Black, B. B.	1921	Cleveland
66.	Blades, M. W.	1926	Elizabeth City
67.	Blair, R. K.	1893	Charlotte
68.	Blair, C. W. (col.)	1912	Gastonia
69.	Bland, J. A.	1923	Charlotte
70.	Bland, D. L. (col.)	1915	Sanford
71.	Blanton, C. D.	1926	Lowell
72.	Blauvelt, W. H.	1904	Asheville
73.	Blue, A. F.	1902	Laurinburg
74.	Blue, D. A.	1926	Carthage
75.	Blythe, E. W.	1890	Brevard
76.	Boaz, R. J.	1915	Greensboro
77.	Bobbitt, A. B.	1919	Winston-Salem
78.	Bobbitt, L. M.	1917	Winston-Salem
79.	Bobbitt, J. H.	1885	Charlotte
80.	Boddie, S. P.	1902	Louisburg
81.	Bonner, Brem	1913	Durham
82.	Bonner, Robert	1916	Lenoir
83.	Boon, W. J.	1904	Raleigh
84.	Boone, D. L.	1905	Durham
85.	Boone, J. T.	1913	E. Durham
86.	Bost, J. E.	1908	Atlanta, Ga.
87.	Boyce, J. B., Jr.	1915	Warrenton
88.	Bradham, C. D.	1895	New Bern
89.	Bradley, J. P.	1908	Burlington
90.	Bradsher, W. D.	1909	Oxford
91.	Brady, C. A.	1911	Newton
92.	Brame, R. M.	1901	N. Wilkesboro
93.	Brame, W. A.	1906	Rocky Mount
94.	Brantley, J. C.	1899	Raleigh
95.	Brantley, P. C.	1914	Wendell
96.	Bretsch, Albert	1908	Raleigh
97.	Brewer, S. O.	1914	West Durham
98.	Briles, D. T.	1914	Rocky Mount
99.	Brinkley, J. H.	1912	New Bern
100.	Bristow, E. B.	1922	Hamlet
101.	Brooks, F. G.	1921	Siler City
102.	Brookshire, G. E.	1917	Asheville
103.	Brookshire, L. P.	1924	West Asheville
104.	Brown, J. D.	1904	Warsaw
105.	Brown, J. K.	1912	Greenville
106.	Brown, H. C.	1913	Goldsboro
107.	Browning, H. R.	1911	Littleton
108.	Browning, B. H.	1908	Littleton
109.	Bryan, R. B.	1926	Asheville
110.	Bryan, W. D.	1904	Tarboro

111. Buchanan, G. G.....1926 Greensboro
112. Buffalo, J. M.....1919 Raleigh
113. Bullock, T. C., M.D.....1902 Autryville
114. Bunting, J. H.....1888 Wilmington
115. Burgiss, T. R.....1925 Sparta
116. Burnett, B. J. (col.)....1911 Rocky Mount
117. Burnett, J. P.....1912 Whitakers
118. Burns, J. E.....1922 Staten Isl., N.Y.
119. Burwell, G. E.....1891 Charlotte
120. Burwell, W. A.....1912 Raleigh
121. Butler, A. B.....1916 Clinton
122. Byrd, Clement.....1903 Raleigh
123. Byrd, George.....1915 Milwaukee, Wis.

C

124. Cain, L. D.....1921 Raleigh
125. Caldwell, P. G.....1914 Gastonia
126. Callahan, James.....1911 Philadelphia, Pa.
127. Campbell, F. E.....1925 Hillsboro
128. Campbell, H. T.....1916 Maiden
129. Campbell, R. B.....1917 Taylorsville
130. Campbell, T. N. (col.)....1924 Wilmington
131. Canaday, W. A.....1898 Raleigh
132. Canaday, W. H.....1915 Oakboro
133. Canaday, R. C.....1913 Four Oaks
134. Cannon, C. L.....1906 Robersonville
135. Capehart, C. T.....1894 Charlotte
136. Cardwell, G. W., M.D. (col.).....1903 Elizabeth City
137. Carpenter, O. B.....1905 Kings Mountain
138. Carpenter, R. E.....1897 Shelby
139. Carswell, R. F.....1921 Winston-Salem
140. Carswell, A. P.....1926 Winston-Salem
141. Carter, Samuel.....1905 Salisbury
142. Carter, Stamey.....1912 Salisbury
143. Cassell, A. S.....1914 Winston-Salem
144. Cate, A. S.....1896 Greensboro
145. Caton, E. J.....1915 Charlotte
146. Cecil, A. C.....1923 High Point
147. Chalk, S. A.....1910 Morehead City
148. Chalker, O. G.....1920 Winston-Salem
149. Champion, H. O.....1925 Shelby
150. Champion, H. C.....1926 Shelby
151. Chapman, D. S.....1907 Durham
152. Chappell, J. C.....1914 Raleigh
153. Cheek, G. B.....1917 Durham
154. Cherry, J. L.....1909 Cramerton
155. Cherry, W. C., M.D.....1910 Winston-Salem
156. Chestnutt, J. M.....1917 Clinton
157. Christian, J. B. (col.)..1911 Winston-Salem
158. Clark, H. T.....1908 Scotland Neck
159. Clark, C. B.....1910 Williamston
160. Clark, W. A.....1926 Winston-Salem
161. Cline, J. O.....1916 Asheville
162. Cline, F. H.....1920 Charlotte
163. Cline, C. E.....1924 Valdese
164. Cline, H. E.....1913 Greensboro
165. Cobb, J. L.....1921 Goldsboro
166. Coleman, H. G.....1910 Durham
167. Compton, J. W.....1909 Salisbury
168. Congdon, G. G.....1892 Phoebus, Va.
169. Cook, R. E. L.....1891 Tarboro
170. Cooke, H. M.....1904 Spencer
171. Copeland, R. R.....1916 Ahoskie
172. Coppedge, J. W.....1906 Raleigh
173. Coppedge, O. G.....1912 Raleigh
174. Coppedge, J. B.....1912 Raleigh
175. Costner, B. P.....1908 Lincolnton
176. Cottle, B. J.....1911 W. Palm B., Fla.
177. Council, C. T.....1906 Durham
178. Cox, G. M.....1911 Charlotte
179. Crabtree, Gilbert.....1905 Raleigh
180. Crabtree, E. P.....1912 Franklinton
181. Craig, W. F.....1925 Charlotte
182. Cranmer, J. B., M.D....1893 Wilmington
183. Craven, C. H.....1912 W. Asheville
184. Crawford, E. P.....1911 Lenoir
185. Crawford, W. B., M.D....1887 Goldsboro
186. Crawford, C. L.....1926 N. Wilkesboro
187. Creech, D. H.....1908 Smithfield
188. Creech, Seth.....1918 Kinston
189. Crews, E. T.....1905 Oxford
190. Croom, R. D.....1897 Maxton
191. Crutchfield, T. G.....1920 Greensboro
192. Culpepper, F. D.....1911 Henderson
193. Curtis, R. H.....1926 Raleigh
194. Cutchins, J. M., Jr.....1901 Whitakers

D

195. Dailey, J. F.....1921 Greensboro
196. Dailey, R. I.....1915 Reidsville
197. Dameron, E. L., M.D.....1908 Star
198. Daniel, E. C.....1913 Zebulon
199. Davenport, P. E.....1903 Washington
200. Davis, George, M.D.....1900 Beaufort
201. Davis, J. W. S.....1916 Andrews
202. Davis, E. M.....1905 Roxboro
203. Davis, J. R.....1907 Asheville
204. Davis, H. E.....1914 Andrews
205. Davis, J. E.....1894 Wake Forest
206. Davis, J. W.....1914 Edenton
207. Davis, E. B.....1915 Morganton
208. Davis, K. W.....1913 Winston-Salem
209. Davis, D. R.....1926 Fayetteville
210. Davis, C. V.....1921 Suffolk, Va.
211. Davis, I. I.....1907 Concord
212. Davis, J. G.....1926 Durham
213. Dawson, B. T.....1909 Rocky Mount
214. Dawson, M. P.....1909 Rocky Mount
215. Deal, H. M.....1925 Landis
216. Deal, Ernest.....1926 Raleigh
217. Dees, Fred.....1915 Burgaw
218. Dees, R. E. L.....1920 Wallace
219. Deitz, R. Y.....1907 Tampa, Fla.
220. Detter, E. E.....1904 Hickory
221. Dinwiddie, P. H.....1914 Black Mountain
222. Dodson, J. A. (col.).....1895 Brunswick, Mo.
223. Dorsey, Melville.....1881 Henderson
224. Douglas, J. D. (col.).....1904 Rocky Mount
225. Dover, H. C.....1920 Charlotte
226. Dowdy, D. A.....1917 High Point
227. Duffy, F. S.....1886 New Bern
228. Duffy, Leinster, M.D.....1883 New Bern
229. Dukes, M. H.....1925 Hillsboro
230. Dunn, R. A.....1881 Charlotte
231. Durham, C. T.....1917 Chapel Hill

E

232. Early, C. E.....1915 Canton
233. East, J. S.....1911 Morven
234. Edgerton, E. O.....1908 Raleigh
235. Edwards, T. N.....1901 Charlotte

236. Edwards, S. M.....1917 Ayden
237. Edwards, O. C.....1921 Raleigh
238. Eldridge, Julius.....1901 Winston-Salem
239. Ellington, C. W.....1899 Salisbury
240. Ellington, R. A.....1904 Madison
241. Elliott, A. G.....1907 Fuquay Springs
242. Ellis, W. D.....1925 Greensboro
243. Elvington, D. A.....1909 Wilmington
244. Etheridge, S. B.....1909 Washington
245. Etheridge, S. G.....1911 Elizabeth City
246. Etheridge, T. J., Jr. 1920 Oxford
247. Eubanks, C. L.....1896 Chapel Hill
248. Eubanks, J. N.....1916 Greensboro
249. Ewell, Mary C. (col.).....1925 Asheville

F

250. Farrell, R. D.....1917 Gastonia
251. Farrington, J. V.....1926 Raleigh
252. Faucette, W. P.....1914 Youngsville
253. Faucette, H. F.....1914 Raleigh
254. Faulconer, R. C.....1909 Burlington
255. Fentress, H. L.....1881 Wilmington
256. Ferguson, H. Q.....1924 Salisbury
257. Ferrell, W. C.....1920 Nashville
258. Fetzer, Chas.....1887 Reidsville
259. Fetzer, F. G.....1911 Wadesboro
260. Fields, J. T.....1893 Laurinburg
261. Fields, J. T., Jr.....1917 Laurinburg
262. Finger, F. E.....1909 Kings Mountain
263. Finley, G. B.....1915 Marion
264. Fishel, A. L.....1915 Winston-Salem
265. Fisher, Lester.....1917 Statesville
266. Fisher, H. A. (col.).....1904 Phil., Pa.
267. Fitchett, C. E.....1916 Dunn
268. Fleming, C. H.....1913 Raleigh
269. Fordham, C. C.....1895 Greensboro
270. Fordham, C. C., Jr.....1925 Greensboro
271. Fordham, C. M.....1909 Greensboro
272. Foster, Caney.....1912 Weldon
273. Foster, D. W.....1926 West Asheville
274. Foster, J. C. C.....1912 W. Asheville
275. Fowlkes, W. M.....1913 Rockingham
276. Fox, C. M.....1906 Asheboro
277. Fox, L. G.....1901 Rockingham
278. Franklin, O. E.....1897 Washington, D.C.
279. Frederick, J. R. (col.)...1911 Goldsboro
280. Frieze, W. S.....1910 Concord
281. Fulenwider, Phifer.....1908 Raleigh
282. Fulghum, R. T.....1907 Kenly
283. Furr, F. L.....1921 Asheville
284. Futrelle, W. L.....1912 Wilmington

G

285. Gaddy, H. M.....1909 Charlotte
286. Galloway, Rawley.....1896 Raleigh
287. Gamble, C. F.....1915 N. Charlotte
288. Gamble, J. P.....1921 Monroe
289. Gamble, A. A.....1926 Waxhaw
290. Gardner, T. L.....1908 Reidsville
291. Garrett, Y. D. (col.)....1920 Tarboro
292. Gary, J. R.....1922 Raleigh
293. Gaskins, W. F.....1916 New Bern
294. Gattis, P. D.....1916 Raleigh
295. Gibbs, T. R.....1908 Belhaven
296. Gibson, W. Z.....1904 Gibson
297. Gibson, A. M.....1923 Gibson
298. Gilbert, Laomie.....1903 Benson
299. Gilliam, W. A.....1925 Red Springs
300. Glass, P. G.....1925 Kannapolis
301. Glenn, J. S.....1925 Hickory
302. Godfrey, P. V.....1910 Spray
303. Gooch, R. L.....1917 Oxford
304. Goode, J. A.....1909 Asheville
305. Goodman, G. C.....1881 Mooresville
306. Goodrum, C. S.....1913 Davidson
307. Gorham, R. S.....1903 Rocky Mount
308. Graham, J. C.....1917 Red Springs
309. Grantham, G. K.....1895 Dunn
310. Grantham, Hiram.....1889 Red Springs
311. Grantham, L. I.....1910 St. Pauls
312. Grantham, L. B.....1914 Passagrilla, Fla.
313. Gray, P. C.....1903 Statesville
314. Green, C. F.....1899 Wilmington
315. Green, H. C.....1909 Charlotte
316. Greene, J. G.....1901 High Point
317. Greenwood, A.M. (col.)..1924 High Point
318. Gregory, R. T.....1898 Stovall
319. Greyer, C. P.....1907 Morganton
320. Griffin, B. C.....1910 Huntersville
321. Griffith, Wiltshire.....1907 Hendersonville
322. Grimes, T. W.....1885 Greenville
323. Grimes, G. D.....1915 Robersonville
324. Grissom, Gilliam.....1889 Raleigh
325. Grove, C. E.....1899 Asheville
326. Guion, C. L.....1921 Concord
327. Guion, C. D.....1916 Cornelius
328. Guion, H. N.....1921 Marshville
329. Guiton, J. A.....1925 Whiteville
330. Gurley, W. B.....1916 Windsor
331. Gurley, D. M.....1906 Sanford

H

332. Hair, R. C.....1925 Pineville
333. Hairston, R. S. (col.)....1917 Winston-Salem
334. Hales, R. A., Jr.....1923 Spring Hope
335. Hall, T. N.....1892 Mooresville
336. Hall, J. G.....1881 Oxford
337. Hall, J. M.....1901 Wilmington
338. Hall, J. D.....1904 Scotland Neck
339. Hall, J. P.....1925 Oxford
340. Hall, J. S.....1905 Fayetteville
341. Hall, S. P.....1909 Charlotte
342. Hall, S. B.....1925 Mount Olive
343. Hall, S. C.....1924 Oxford
344. Hambrick, W. R.....1884 Roxboro
345. Hamilton, R. L.....1906 Oxford
346. Hamlet, Reginald.....1906 Raleigh
347. Hamlin, V. C. (col.).....1915 Raleigh
348. Hancock, F. W.....1881 Oxford
349. Hand, J. K.....1906 N. Charlotte
350. Hanson, J. K.....1908 Wilmington
351. Hardee, A. K.....1905 Graham
352. Hardin, J. H.....1881 Wilmington
353. Hardin, E. M.....1914 Wilmington
354. Hardin, E. B.....1924 Wilmington
355. Harget, D. A.....1891 Swansboro
356. Hargrave, W. W.....1881 Washington, D.C
357. Harper, C. P.....1900 Selma
358. Harper, C. T.....1916 Zebulon
359. Harris, H. W.....1921 Mocksville
360. Harris, J. C.....1924 Washington
361. Harrison, T. N., Jr.....1909 Littleton

362. Harrison, L. S.....1926 Weldon
363. Hart, J. A.....1906 High Point
364. Hart, L. W.....1899 Salisbury
365. Hart, G. W.....1909 Winston-Salem
366. Hart, R. L.....1910 So. Pines
367. Harville, R. C.....1908 Thomasville
368. Hatch, P. R.....1917 Raleigh
369. Haupt, Edward.....1925 Newton
370. Hawley, F. O., Jr.....1903 Charlotte
371. Hayes, G. E.....1916 Hickory
372. Hayley, W. E. (col.).....1906 Concord
373. Haymore, J. B.....1913 Greenville
374. Hays, F. B.....1890 Oxford
375. Haywood, C. L.....1894 Durham
376. Hedgpeth, R. A., Jr.....1925 Lumberton
377. Henderson, J. L.....1913 Hickory
378. Henderson, A. J. (col.).1908 Winston-Salem
379. Herndon, C. N.....1912 Greensboro
380. Herring, Doane.....1884 Wilson
381. Herring, R. R.....1907 Oxford
382. Herring, N. B.....1917 Wilson
383. Hester, Fred.....1916 Asheville
384. Hesterly, L. E.....1910 Hendersonville
385. Hicks, H. T.....1885 Raleigh
386. Hicks, C. G.....1909 Raleigh
387. Hicks, H. L.....1912 Rocky Mount
388. Hicks, J. E. F.....1901 Goldsboro
389. Higgins, C. M.....1887 McFarlan
390. Hill, J. H.....1888 Goldsboro
391. Hill, G. W.....1906 Wilmington
392. Hilton, C. M.....1908 Greensboro
393. Hocutt, D. D.....1920 Henderson
394. Hodges, F. H.....1925 Boone
395. Hoffman, J. F., Jr.....1914 Gastonia
396. Hogan, A. L.....1923 Kinston
397. Holding, T. E., Jr.....1913 Wake Forest
398. Holland, H. O.....1914 Apex
399. Holland, W. T.....1905 Mount Holly
400. Hollingsworth, Jos.....1917 Mount Airy
401. Hollomon, L. J.....1925 Charlotte
402. Hood, J. C.....1911 Kinston
403. Hood, W. D.....1903 Smithfield
404. Hood, R. T.....1916 Kinston
405. Hood, D. H.....1891 Dunn
406. Hood, P. C.....1913 Dunn
407. Hood, T. R.....1881 Smithfield
408. Hood, H. C.....1909 Smithfield
409. Hood, T. R.....1925 Dunn
410. Hooper, F. L.....1914 Sylva
411. Hord, J. C.....1925 Cliffside
412. Horne, H. R.....1881 Fayetteville
413. Horne, W. W.....1900 Fayetteville
414. Horne, S. R.....1902 Fayetteville
415. Horne, C. O'H.....1909 Greenville
416. Horsley, H. T.....1915 Bessemer City
417. Horton, R. W.....1915 Monroe
418. Horton, J. P.....1921 N. Wilkesboro
419. House, Joseph.....1910 Beaufort
420. Howell, E. V.....1892 Chapel Hill
421. Hoyle, M. H.....1915 Cooleemee
422. Hudson, J. P.....1926 Monroe
423. Hufham, Walter.....1916 Morehead City
424. Hughes, J. R.....1912 Madison
425. Hunnicutt, F. J.....1910 Raleigh
426. Hunter, J. B.....1910 Charlotte
427. Hunter, B. W.....1888 New Bern
428. Hunter, T. B.....1897 Rockingham
429. Hutchins, J. A.....1910 Winston-Salem

I

430. Ingle, R. H.....1915 Charlotte
431. Ingram, L. M.....1920 High Point
432. Iseley, G. A.....1910 Raleigh
433. Isler, W. A. (col.).....1914 N. Y. C., N. Y.

J

434. Jackson, Leonidas.....1924 Erwin
435. Jacocks, F. G.....1899 Elizabeth City
436. James, A. A.....1909 Winston-Salem
437. James, S. T. (col.).....1907 Durham
438. Jarman, J. F.....1900 Wilmington
439. Jarrett, L. M.....1910 Biltmore
440. Jenkins, J. V.....1905 Asheville
441. Jenkins, L. W.....1908 Greensboro
442. Jernigan, R. W.....1914 Beaufort
443. Jetton, W. A.....1905 Davidson
444. Johnson, W. L.....1924 Raleigh
445. Johnson, J. E., Jr.....1924 Lumberton
446. Johnson, W. R.....1920 Raleigh
447. Johnson, J. H.....1917 N. Wilkesboro
448. Jones, W. A. (col.).....1900 Winston-Salem
449. Jones, H. E. (col.).....1904 Asheville
450. Jones, E. J.....1900 Spartanburg, S.C.
451. Jones, G. T. (col.).....1909 Raleigh
452. Jones, J. B.....1910 Lexington
453. Jones, Alpheus.....1911 Warrenton
454. Jones, J. H.....1913 Haw River
455. Jones, M. L. (col.).....1917 Charlotte
456. Jordan, D. L.....1921 Raleigh
457. Justus, W. H.....1887 Hendersonville

K

458. Kelly, G. C.....1926 Durham
459. Kelly, J. R.....1909 Greensboro
460. Kendall, B. H.....1900 Shelby
461. Kendrick, T. W.....1899 Charlotte
462. Kennedy, A. T. (col.).....1915 Winston-Salem
463. Kerner, L. C.....1902 Henderson
464. Kerr, James.....1909 Gastonia
465. Kibler, R. E.....1907 Morganton
466. King, H. L.....1902 Durham
467. King, C. H.....1904 Durham
468. King, J. R.....1909 E. Durham
469. Kingsbury, W. R.....1881 Wilmington
470. Kirby, K. A.....1914 Kings Mountain
471. Kirby, G. S., Jr.....1920 Marion
472. Kirby. J. H.....1924 Kenly
473. Kirkman, P. E.....1925 Winston-Salem
474. Kirksey, L. H.....1916 Morganton
475. Knight, R. S., Jr.....1924 Columbia
476. Kolb, R. H.....1912 Farview, Mich.
477. Koonce, J. E.....1907 Chadbourn
478. Koonce, T. R.....1915 Wilmington
479. Kunkle, A. B.....1925 Conover
480. Kyser, P. B.....1892 Rocky Mount
481. Kyser, E. V.....1915 Chapel Hill

L

482. Lamm, L. M.....1923 Mount Airy
483. Landquist, T. E.....1899 Winston-Salem
484. Lane, W. A.....1907 Tarboro
485. Langdon, R. E.....1923 Raleigh
486. Lasley, M. I.....1916 Winston-Salem

487. Laubenheimer, J. H.....1899 Greensboro
488. Lawing, K. L.....1903 Lincolnton
489. Layden, H. W.....1908 Charlotte
490. Layden, E. H.....1917 Lexington
491. Layton, C. C.....1921 Sanford
492. Lea, V. D.....1920 Charlotte
493. Lea, L. J.....1908 Aberdeen
494. LeBoo, P. S. (col.).....1903 Wilmington
495. Ledbetter, E. DeB.....1917 Frederick, Md.
496. Lee, P. A.....1903 Dunn
497. Leggett, W. A.....1896 Edenton
498. Leggett, P. O.....1902 Southport
499. Le Mon, H. H. (col.).....1925 High Point
500. Lewis, H. W., M.D.....1881 Jackson
501. Lewis, W. E.....1907 Mount Olive
502. Lewis, H. R.....1912 Asheville
503. Liles, W. A.....1917 W. Durham
504. Lindeman, W. J.....1926 Washington, Ind.
505. Liner, J. A.....1925 Lubbock, Tex.
506. Lisk, D. C.....1909 Charlotte
507. Lloyd, T. P.....1920 Chapel Hill
508. Loftin, J. U.....1909 Albemarle
509. Long, Roy.....1914 Brevard
510. Lord, C. A.....1909 Asheville
511. Love, T. L. (col.).....1905 Raleigh
512. Lowry, W. A.....1919 Washington, D.C.
513. Lunn, F. H.....1912 Winston-Salem
514. Lutterloh, I. H., M.D.....1891 Sanford
515. Lutz, H. C.....1907 Hickory
516. Lyday, W. M., M.D.....1895 Penrose
517. Lynch, N. W.....1904 McColl, S. C.
518. Lynn, R. M.....1924 Gastonia
519. Lyon, R. P.....1907 Wadesboro
520. Lyon, O. H.....1912 Plymouth
521. Lyon, F. F.....1914 Oxford
522. Lytch, J. E.....1915 Lumberton
523. Lytle, W. H. (col.).....1925 Gastonia

M

524. Mabry, C. S.....1917 Hamlet
525. Macon, A. B.....1915 Mount Airy
526. Malone, C. E.....1912 Salisbury
527. Mann, R. N.....1915 High Point
528. Marley, F. H.....1913 Lenoir
529. Marsh, M. L.....1895 Concord
530. Marsh, N. F.....1906 Greensboro
531. Marston, R. H.....1913 Kinston
532. Martin, W. S.....1901 Canton
533. Martin, S. L., Jr.....1915 Leaksville
534. Martin, B. M.....1919 Baltimore, Md.
535. Martin, A. N.....1920 Rosemary
536. Mathes, T. J.....1912 Durham
537. Matthews, G. E.....1900 Fayetteville
538. Matthews, W. F.....1910 Randleman
539. Matthews, C. E., Jr.....1917 Roanoke R'ds.
540. Mattocks, A. M.....1910 Wilmington
541. Matton, G. A.....1884 High Point
542. Mauney, W. McC.....1925 Murphy
543. May, T. H.....1912 Pittsburg, Pa.
544. Mayberry, E. B.....1913 Maxton
545. Mayo, T. H.....1881 Goldsboro
546. McBane. J. O. D.....1921 Greensboro
547. McCauley, M. E.....1881 Monroe
548. McCraw, W. P.....1906 Norfolk, Va.
549. McCrimmon, D. D.....1926 Hemp
550. McCrummen, D. C.....1925 West End
551. McDaniel, W. A.....1914 Enfield
552. McDonald, J. S.....1908 Raleigh
553. McDonald, A. H.....1910 W. Durham
554. McDonald, W. R., Jr....1924 Spindale
555. McDowell, N. O.....1921 Scotland Neck
556. McDuffie, R. A.....1914 Greensboro
557. McIlhenny, T. C.....1909 Winston-Salem
558. McKay, D. McN.....1895 Durham
559. McKay. H. H.....1900 Gastonia
560. McKay, J. W.....1914 Hazelwood
561. McKay, Malcolm.....1891 W. Durham
562. McKeel, C. B.....1889 Columbia
563. McKenzie, L. McK.....1915 Lumberton
564. McKesson, L. W.....1902 Statesville
565. McKinney, W. M.....1906 Ayden
566. McKnight, L. E.....1909 Fayetteville
567. McLarty. Eugene.....1889 Haw River
568. McLauchlin, D. A.....1893 Charlotte
569. McManus, M. T. Y.....1911 Winston-Salem
570. McMillan, J. D., Jr.....1904 Lumberton
571. McMillan, B. F., Jr.....1915 Lumberton
572. McMinn, J. M.....1881 Asheville
573. McMullan, F. H.....1913 Old Fort
574. McNair, W. H.....1882 Tarboro
575. McNair, F. W. (col.).....1905 Greensboro
576. McNair, W. R.....1902 Henderson
577. McNeely, M. C.....1916 Gastonia
578. McNeill, G. McK.....1902 Rowland
579. McNeil, G. R.....1905 Vineland
580. Mebane, W. M.....1920 Asheville
581. Melvin, P. J.....1920 Fayetteville
582. Melvin, M. B.....1924 Raleigh
583. Merritt, E. S.....1885 Carrboro
584. Merritt, N. H.....1915 Carrboro
585. Miles, M. C.....1917 Henderson
586. Miller, C. B.....1890 Goldsboro
587. Miller, E. H.....1898 Mooresville
588. Miller, C. T.....1905 Wilmington
589. Miller, C. M.....1916 Wallace
590. Millican, A. G.....1916 Wilmington
591. Mills, J. C.....1921 Rutherfordton
592. Mills, J. A.....1915 Tabor
593. Mintz, M. B.....1897 Southport
594. Missildine, E. E.....1900 Tryon
595. Mitchell, H. G.....1913 Hamlet
596. Mitchell, C. P.....1915 Burlington
597. Mitchell, F. T.....1926 Fairmont
598. Mitchener, J. A.....1897 Edenton
599. Moir, A. L.....1916 Fayetteville
600. Montague, G. W.....1903 Durham
601. Moore, E. E.....1922 Granite Falls
602. Moore, B. C.....1897 Lakeland,Fla.
603. Moore, M. A.....1926 Tarboro
604. Moore, T. J.....1926 Wilson
605. Moore, J. P.....1911 Cary
606. Moore, A. R.....1920 Wilson
607. Moose, A. W.....1892 Mt. Pleasant
608. Moose, G. K.....1914 Boone
609. Morgan, J. T.....1918 Benson
610. Morrisette, C. B.....1914 Elizabeth City
611. Morrison, M. S.....1906 Wilson
612. Morrow, Norman.....1909 Gastonia
613. Morrow, W. E. (col.).....1924 Greensboro
614. Morton, J. X.....1909 Faison
615. Mullen, T. L.....1916 Charlotte
616. Mullen, L. B.....1912 Asheville

617. Munday, C. C.....1913 Taylorsville
618. Mundy, J. C.....1921 China Grove
619. Murchison, E. E.....1912 Goldsboro
620. Murphey, L. W.....1913 Rocky Mount
621. Murphy, J. C.....1911 Thomasville
622. Murphy, C. L.....1917 Salisbury

N

623. Nance, J. S.....1922 Charlotte
624. Nelson, W. G.....1917 Washington, D.C.
625. Nelson, S. G.....1926 Tarboro
626. Newsom, H. C.....1917 Mooresville
627. Nicholson, A. T.....1904 Tarboro
628. Nicholson, M. A.....1910 Troy
629. Niestlie, Wm.....1886 Wilmington
630. Nottingham, G. S.....1901 Norfolk, Va.
631. Nowell, Edwin.....1906 Greensboro
632. Nowell, W. R.....1910 Wendell
633. Nutt, J. D.....1881 Wilmington
634. Nye, G. L.....1919 Siler City

O

635. O'Hanlon, E. W.....1891 Winston-Salem
636. O'Neal, N. P.....1926 Durham
637. Overman, H. S.....1907 Elizabeth City

P

638. Page, B. F.....1901 Raleigh
639. Palmer, R. W., M.D.....1902 Gulf
640. Palmer. A. W.....1924 Sanford
641. Parker, W. W.....1889 Henderson
642. Parker, F. W.....1892 Raleigh
643. Parker, R. S.....1906 Murphy
644. Parker, W. W., Jr.....1923 Henderson
645. Patterson, Alvis.....1902 La Grange
646. Patterson, W. D.....1901 Chapel Hill
647. Payne, H. E.....1909 Wilmington
648. Payne, M. T.....1905 Greensboro
649. Peacock, M. A.....1909 Benson
650. Pearson, M. E. Dye (col.).....1911 Durham
651. Peele, J. F.....1905 LaGrange
652. Pender, F. H., Jr.....1914 Asheville
653. Perry, W. M.....1902 Elizabeth City
654. Perry, H. H. (col.).....1894 Fayetteville
655. Perry, E. B.....1901 Littleton
656. Perry, D. L. (col.).....1912 Hamlet
657. Person, T. E., M.D.....1906 Stantonsburg
658. Petrea, F. S.....1920 Greensboro
659. Phillips, C. B.....1910 Lincolnton
660. Phillips, M. B.....1920 Norwood
661. Phillips, W. P.....1926 Clayton
662. Pickard, C. O.....1912 Mebane
663. Pickelsimer, J. B.....1908 Brevard
664. Pierce, M. E.....1914 Charlotte
665. Pierce, J. S.....1920 Rocky Mount
666. Pigott, D. S.....1926 New Bern
667. Pike, J. W.....1904 Concord
668. Pike, E. LeR.....1915 W. Asheville
669. Pilkington, G. R.....1897 Pittsboro
670. Pinnix, J. M.....1904 Kernersville
671. Pinnix, W. M.....1907 New Bern
672. Pittman, J. N.....1911 Henderson
673. Pleasants, F. R.....1896 Louisburg
674. Plummer, James.....1881 Salisbury
675. Polk, J. B.....1910 Asheville
676. Poole. L. B.....1924 Durham
677. Pope, H. L.....1908 Asheville
678. Porter, Clifford.....1909 Black Mountain
679. Porter, C. D.....1915 Concord
680. Porter, Ernest.....1912 Concord
681. Powell, D. E.....1909 Asheville
682. Powell, D. A.....1898 Goldsboro
683. Powell, J. C.....1915 Norfolk, Va.
684. Powers, L. B.....1908 Raleigh
685. Preston, W. D.....1909 S. Norfolk, Va.
686. Price, S. H.....1920 Mooresville
687. Pritchard, J. M.....1918 Greensboro
688. Propst, G. C.....1910 Sumter, S. C.
689. Pugh, E. S.....1922 Windsor
690. Purcell, S. M.....1900 Salisbury

Q

691. Quinn, F. D.....1908 Shelby

R

692. Raker, W. G.....1926 Lexington
693. Ray, E. L.....1916 Asheboro
694. Rayburn, H. L.....1925 Hot Springs, Va
695. Raysor, C. A.....1887 Asheville
696. Reaves, L. E.....1897 Raeford
697. Reaves, E. L.....1923 Asheboro
698. Redding, E. F.....1905 Lucama
699. Rees, H. E.....1924 Lincolnton
700. Reeves, Jefferson.....1923 Waynesville
701. Reeves, M. H.....1906 Waynesville
702. Reid, S. H.....1916 Washington
703. Reinhardt, R. L.....1910 Forest City
704. Reins, C. C.....1912 Winston-Salem
705. Rhineheardt, C. B.....1912 Asheville
706. Rhodes, Cader.....1911 Raleigh
707. Rhyne, W. F.....1909 Gastonia
708. Rice, L. D.....1925 Rocky Mount
709. Richardson, L. W.....1907 Kenly
710. Ridenhour, D. G.....1912 Mt. Gilead
711. Riggan, R. D.....1907 Raleigh
712. Rimmer, E. F.....1912 Charlotte
713. Rimmer, R. M.....1921 Franklin
714. Ring, W. A.....1895 High Point
715. Ring, C. A.....1905 High Point
716. Ring, L. B.....1904 Mount Olive
717. Rives, H. L.....1915 Bethel
718. Roberts, A. R.....1884 Gatesville
719. Roberts, Herschel.....1918 Weaverville
720. Robertson, E. G.....1910 Rutherford, N.J.
721. Robinson, G. C.....1906 Charlotte
722. Robinson, E. F.....1926 Winston-Salem
723. Robinson, J. L.....1907 Rutherfordton
724. Rogers, R. P.....1912 Durham
725. Rogers, W. F.....1912 Durham
726. Rose, I. W.....1906 Rocky Mount
727. Rosemond, J. F.....1918 Hillsboro
728. Rosenbaum, C. D.....1915 Tarboro
729. Ross, H. C.....1926 Winston-Salem
730. Roth, R. H.....1905 Asheville
731. Rowland, G. J.....1902 Henderson
732. Roycroft, W. R.....1925 Coats
733. Rudisill, J. S.....1908 Forest City
734. Rush, G. W. C.....1923 Charleston, W.Va.

S

735. Salling, A. T.....1910 Wilmington
736. Sally, W. M.....1910 Asheville

737. Sanders, A. J.....1912 McAdens'le
738. Sandling, R. H.....1917 Tampa, Fla.
739. Sanford, R. D.....1916 Winston-Salem
740. Sapp, L. L., M.D.....1898 Badin
741. Sasser, L. B.....1889 Wilmington
742. Sauls, M. M.....1903 Ayden
743. Savage, C. C.....1916 Waverly, Va.
744. Schutt, T. C. H.....1905 Wilmington
745. Scoggin, L. E.....1905 Louisburg
746. Scott, J. M.....1903 Charlotte
747. Scroggs, F. H.....1926 Franklin
748. Scruggs, B. P.....1916 Rutherfordton
749. Seagle, F. M.....1905 Charlotte
750. Seawell, C. C.....1904 Greensboro
751. Secrest, A. McD.....1907 Monroe
752. Sedberry, H. S.....1892 Fayetteville
753. Sedberry, H. B.....1904 Elizabeth City
754. Senter, P. L.....1921 Raleigh
755. Sessoms, M. M.....1914 Wilson
756. Sewell, G. L.....1926 Wilmington
757. Shade, I. A. (col.).....1906 Wilson
758. Shaw, R. S.....1917 Scotland Neck
759. Shell, J. E.....1896 Lenoir
760. Shell, C. C.....1909 Waynesville
761. Shelton, C. F.....1905 Chadbourn
762. Sheppard, J. W.....1896 Charlotte
763. Shook, Eulon.....1918 Hickory
764. Shore, M. L.....1902 Raleigh
765. Shuford, C. M.....1895 Hickory
766. Shuford, L. D.....1924 Asheville
767. Simpson, J. F.....1913 Sanatorium
768. Singletary, F. B.....1914 Greensboro
769. Sisk, C. T., M.D.....1902 Bryson City
770. Sisk, C. J.....1924 Bryson City
771. Siske, G. C.....1922 Sanford
772. Sledge, R. S.....1896 Draper
773. Sloan, F. A.....1909 Winston-Salem
774. Sloop, L. L.....1901 Fremont
775. Smith, W. G.....1889 Asheville
776. Smith, W. O.....1912 Washington, D.C.
777. Smith, Mattie E.....1925 Charlotte
778. Smith, F. S.....1892 Asheville
779. Smith, F. T.....1887 Franklin
780. Smith, C. H.....1899 Charlotte
781. Smith, T. L.....1905 Blue Ridge, Va.
782. Smith, C. N.....1910 Washington, D.C.
783. Smith, Casper.....1911 Wilson
784. Smith, Leon.....1912 Kannapolis
785. Smith, E. W.....1911 Pilot Mountain
786. Smith, D. A.....1924 Charlotte
787. Smith, W. W.....1915 Greensboro
788. Snuggs, W. H.....1903 Albemarle
789. Souders, F. B. 1915 Fayetteville
790. Southerland, Odell.....1900 Charlotte
791. Sowell, Sam.....1924 Hamlet
792. Sparks, J. E.....1926 Greensboro
793. Spencer, J. A.....1911 Durham
794. Spoon, J. M., Jr.....1926 Charlotte
795. Stainback, T. E.....1914 New Orleans, La.
796. Stallings, W. H.....1912 Fayetteville
797. Stanback, T. M.....1905 Spencer
798. Stancil, J. H.....1912 Winston-Salem
799. Steere, L. E.....1881 Petersburg, Va.
800. Stephens, J. L. (col.).....1915 Chicago, Ill.
801. Stevenson, J. T.....1917 Elizabeth City
802. Stewart, J. M.....1909 Seffner, Fla.
803. Stimson, Logan.....1881 Statesville
804. Stimson, J. H.....1910 Statesville
805. Stone, A. H.....1902 Spray
806. Stone, W. L.....1922 Franklinton
807. Stowe, J. P.....1893 Charlotte
808. Stowe, L. H.....1908 Charlotte
809. Stowe, H. R.....1910 Charlotte
810. Stowe, C. D.....1917 Asheville
811. Stratford, P. C.....1916 Greensboro
812. Strayhorn, W. F.....1912 Durham
813. Streetman, J. W.....1894 Marion
814. Streetman, T. L.....1903 Winston-Salem
815. Suggs, R. B.....1905 Belmont
816. Summey, K. N.....1910 Mount Holly
817. Summey, Ptolemy.....1903 Dallas
818. Summey. P. B.....1917 Mount Holly
819. Suttle, J. A.....1906 Shelby
820. Suttlemyre, P. J.....1914 Hickory
821. Sutton, J. L.....1914 Chapel Hill
822. Swaney, C. A.....1924 High Point
823. Swaringen, DeWitt C..1897 China Grove
824. Swindell, E. S.....1911 Durham
825. Sykes, Eugene C.....1900 Greensboro
826. Sykes, R. J.....1907 Greensboro

T

827. Talley, H. A.....1905 Jonesboro
828. Tarkenton, E. L.....1901 Wilson
829. Tart, D. W.....1906 Roseboro
830. Tate, E. H.....1925 Lenoir
831. Taylor, C. A.....1908 Goldsboro
832. Taylor, D. G.....1910 Leaksville
833. Taylor, W. P.....1912 Roanoke Rapids
834. Taylor, J. C.....1917 Middlesex
835. Temple, J. O.....1909 Kinston
836. Temple. R. H., M.D.....1881 Kinston
837. Templeton, G. S.....1926 Mooresville
838. Tennant, W. D., Jr.....1926 Asheville
839. Thomas, W. G., Jr.....1911 Varina
840. Thomas, C. R.....1901 Thomasville
841. Thomas, E. E.....1913 Roxboro
842. Thomas, E. R.....1902 Erwin
843. Thompson, A. J.....1902 Badin
844. Thompson, J. L.....1925 Reidsville
845. Thompson, P. H.....1924 Fairmont
846. Thornton, W. H.....1914 Newton
847. Thrower, H. E.....1906 So. Pines
848. Tillet, E. N.....1910 Rougemont
849. Tilley, J. E.....1923 Winston-Salem
850. Tingen, W. Z.....1917 Charlotte
851. Toms, B. C.....1911 Salisbury
852. Townsend, J. H.....1910 Red Springs
853. Trent, J. A.....1913 Danville, Va.
854. Tripp. G. O.....1923 Durham
855. Trotter, P. L.....1902 Pilot Mountain
856. Trotter, J. R.....1906 Salisbury
857. Tucker, W. M.....1899 High Point
858. Tucker, R. H.....1897 Reidsville
859. Tucker, H. O.....1917 Chapel Hill
860. Tugwell, J. B.....1903 Lillington
861. Turlington, J. E.....1915 Hendersonville
862. Turner, W. D.....1902 Elkin
863. Turnmire, A. P.....1921 Mount Airy
864. Tuttle, B. M.....1916 Winston-Salem

U

865. Underwood, J. T.....1914 Liberty
866. Utley, H. S.....1925 Benson

V

867. Vinson, E. L.....1908 Halifax
868. Vinson, J. T.....1914 Goldsboro

W

869. Walker, A. DuV.....1925 Ahoskie
870. Walker, H. W.....1922 Norfolk, Va.
871. Walker, Irving.....1920 Reidsville
872. Walker, B. W.....1917 Rocky Mount
873. Walker, T. A.....1900 Charlotte
874. Walker, C. A.....1894 Asheville
875. Walker, Lewis.....1890 Milton
876. Wallace, A. C.....1924 Shelby
877. Walton, R. C.....1916 Raleigh
878. Walton, G. B.....1909 East Flat Rock
879. Ward, E. H.....1914 Tarboro
880. Ward, W. A.....1924 Swannanoa
881. Warren, L. A.....1917 Garland
882. Warren, B. S.....1908 Greenville
883. Warren, J. C.....1915 Dunn
884. Warren, B. G.....1926 Raleigh
885. Waters, G. W., Jr.....1910 Goldsboro
886. Watkins, W. O.....1905 Rutherfordton
887. Watkins, Mrs. T. T.....1920 Fort Pierce,Fla.
888. Watson, H. P., Sr.....1881 Winston-Salem
889. Watson, H. P., Jr.....1912 Winston-Salem
890. Watson, D. I., M.D.....1887 Southport
891. Watson, Richard.....1924 Tryon
892. Wearn, W. H.....1884 Charlotte
893. Weatherly, A. E.....1916 Greensboro
894. Webb, Paul.....1898 Shelby
895. Webb, C. I.....1903 Charlotte
896. Webb, R. K.....1910 Hickory
897. Webb, E. L.....1907 Thomasville
898. Webb, J. S.....1904 Wadesboro
899. Welborne, W. F.....1902 Lexington
900. Welfare, S. E.....1905 Winston-Salem
901. Wessells, N. E.....1924 Washington, D.C.
902. West, J. F.....1915 Belmont
903. West, W. L.....1925 Roseboro
904. Westbrook, A. P.....1923 Norfolk, Va.
905. Wharton, L. A.....1909 Gibsonville
906. Wheeler, L. B.....1885 Asheville
907. Wheeler, C. R.....1919 Winston-Salem
908. Wheless, J. M.....1901 Farmville
909. Wheless, R. E. L.....1911 Warsaw
910. White, J. A.....1900 Mooresville
911. White, H. G.....1903 Elm City
912. White, F. L.....1905 Mebane
913. White, W. R.....1910 Warrenton
914. White, G. S. 1910 Lexington
915. White, John Albert.....1922 Jonesboro
916. White, E. S.....1921 Mebane
917. White, J. E.....1913 Raleigh
918. White, Luther.....1914 Wilmington
919. White, J. I.....1917 Burlington
920. Whitehead, C. R.....1924 Ramseur
921. Whitehead, J. D., Jr.....1912 Elm City
922. Whitfield, W. C., M.D.....1881 Grifton
923. Whitley, J. R.....1916 Fremont
924. Whitmire, H. E.....1926 St. Louis, Mo.
925. Wiggins, W. W.....1916 Raleigh
926. Wilkins, W. R.....1904 N. Wilkesboro
927. Williams, M. P.....1902 Charlotte
928. Williams, S. W.....1898 Raleigh
929. Williams, R. I.....1881 Raleigh
930. Williams, A. H. A.....1910 Oxford
931. Williams, W. W. (col.)..1915 Fayetteville
932. Williams, M. V. B.....1916 Winston-Salem
933. Williams, J. C.....1921 Gastonia
934. Williams, H. C.....1912 Greensboro
935. Williamson, C. M.....1926 Maxton
936. Williamson, J. W.....1921 St. Pauls
937. Willis, Beatrice Averitt..1922 Raleigh
938. Willis, R. M.....1922 Morganton
939. Williston, J. T. (col.).....1902 Fayetteville
940. Wilson, T. V.....1924 Hendersonville
941. Wilson, T. H.....1909 Thomasville
942. Wilson, C. H.....1910 Lakeland, Fla.
943. Wilson, W. B.....1912 Hendersonville
944. Wilson, L. R.....1916 Lowell
945. Wilson, G. S.....1921 Belmont
946. Wimberley, R. E. (col.).1920 Henderson
947. Winders, H. M.....1925 Fremont
948. Wohlford, H. W.....1910 Charlotte
949. Wolfe, Drayton.....1905 Lincolnton
950. Wolfe, J. C.....1905 Hickory
951. Wolfe, W. S.....1913 Mount Airy
952. Wolfe, D. Houston.....1915 Charlotte
953. Womble, D. J.....1924 Durham
954. Wood, E. H.....1905 New Bern
955. Woodard, E. V.....1914 Selma
956. Woolard, E. W.....1915 Henderson
957. Wooten, G. R.....1896 Hickory
958. Wooten, I. W. (col.).....1924 Washington, D.C.
959. Wooten, J. W. F.....1926 Fremont
960. Worthington, E. C.....1917 Washington
961. Worthy, F. S.....1905 Washington
962. Wrenn, S. M.....1923 Charleston, S.C.
963. Wright, G. F.....1908 Elizabeth City
964. Wrike, W. C.....1921 Graham

Y

965. Yancey, L. A. (col.).....1908 Charlotte
966. Yancey, D. C. (col.)....1906 Wilson
967. Yates, C. L.....1909 Charlotte
968. Yoder, C. R.....1908 Newton
969. Young, John.....1898 Wilmington

Z

970. Zoeller, E. V.....1881 Tarboro
971. Zuckerman, I. L.....1910 Durham

Pharmacists Registered by Reciprocity

A

972. Ackerman, H. C.....1925 Winston-Salem
From South Carolina
973. Adair, W. H.....1924 Hendersonville
From Alabama
974. Alston, M. J. (col.).....1923 New Bern
From Tennessee
975 Anderson, Banister.....1923 High Point
From Virginia

B

976. Binford, B. W.....1922 Tignall, Ga.
From Georgia

977. Bissette, P. M.....1923 Wilson
From Virginia
978. Blackman, B. L.....1925 East Spencer
From South Carolina
979. Bond, V. D.....1926 Asheville
From Colorado
980. Bridges, E. B.....1919 Marion, S. C.
From South Carolina
981. Brown, Newton.....1926 Asheville
From Mississippi
982. Burrus, S. B.....1923 Asheville
From Georgia

C

983. Cagle, C. V.....1924 Greensboro
From Georgia
984. Caldwell, P. L.....1925 Gastonia
From Georgia
985. Callahan, E. F.....1919 W. Durham
From South Carolina
986. Carothers, T. R.....1926 Gastonia
From South Carolina
987. Chandler, H. C.....1924 Greensboro
From Georgia
988. Claverie, J. S.....1918 Asheville
From Louisiana
989. Cole, T. B.....1924 Pinehurst
From Georgia
990. Cook, D. B. (col.).....1919 Weldon
From Tennessee
991. Cousin, W. G.....1924 Charlotte
From Pennsylvania
992. Cox, R. O.....1923 Detroit, Mich.
From Michigan
993. Crabtree, W. A.....1923 Sanford
From Georgia
994. Crenshaw, J. L.....1925 Birmingham, Al
From Alabama
995. Cunningham, W. E.....1927 Pinehurst
From Massachusetts

D

996. Darlington, J. M.....1922 Winston-Salem
From Virginia
997. Davenport, G. R. (col.). 1925 Asheville
From District of Columbia
998. Driggers, Earle.....1927 Greensboro
From Georgia

E

999. Ellington, G. R.....1922 Reidsville
From Virginia
000 Elrod, H. F.....1924 Memphis, Tex.
From Texas
001 Evans, W. B.....1923 Salisbury
From Georgia

F

002. Fater, D. H.....1920 Asheville
From Connecticut
003. Feagin, E. I.....1923 Hendersonville
From Alabama
004. Fearrington, T. B.....1924 Asheville
From Mississippi
005. Fox, J. W.....1926 Roseboro
From Virginia

G

1006. Gatlin, T. R. (col.).....1919 Durham
From South Carolina
1007. Gilbert, W. B.....1921 Charlotte
From Georgia
1008. Glenn, A. L.....1922 Charlotte
From Alabama
1009. Godfrey, A. E.....1926 Durham
From Wisconsin
1010. Gooden, D. T.....1926 Richmond, Va.
From Virginia
1011. Gray, R. A.....1921 Asheville
From Georgia
1012. Greene, R. H.....1926 Fairburn, Ga.
From Georgia
1013. Griffin, Octavus.....1926 Rosemary
From Virginia
1014. Gunter, C. N.....1926 Durham
From Georgia

H

1015. Hall, W. P., Jr.....1921 Forest City
From Virginia
1016. Ham, T. J., Jr.....1922 Yanceyville
From Virginia
1017. Hamlet, J. T. (col.).....1922 Raleigh
From West Virginia
1018. Hardwick, St. J. H.....1923 Buies Creek
From South Carolina
1019. Hargrave, H. P. (col.)..1923 Greensboro
From Virginia
1020. Harrell, J. W.....1923 Rocky Mount
From Virginia
1021. Henderson, C. W.....1923 Durham
From Virginia
1022. Holland, R. F.....1919 Charlotte
From Georgia
1023. Hooper, W. F.....1925 Cornelia, Ga.
From Georgia
1024. Hough, J. T.....1923 Charlotte
From South Carolina
1025. Howard, E. W.....1926 Garner
From Georgia
1026. Hunt, W. S.....1919 Oxford
From Virginia
1027. Hutchinson, J. M.....1922 Charlotte
From South Carolina

I

1028. Irvin, O. L.....1924 Concord
From Georgia

J

1029. Jenkins, C. M.....1925 Hendersonville
From Georgia
1030. Jetton, R. M.....1918 Comer, Ga.
From Georgia
1031. Johnson, R. J.....1924 Asheville
From South Carolina
1032. Johnson, L. O.....1926 Charlotte
From South Carolina
1033. Joiner, L. B.....1920 High Point
From South Carolina
1034. Joiner, A. E.....1923 High Point
From Georgia

1035. Jones, J. L.....1922 Canton
From Georgia
1036. Jones, Dolan.....1925 Monroe
From Georgia

K

1037. Kimball, C. V.....1919 Raleigh
From District of Columbia
1038. King, W. H. (col.).....1919 Winston-Salem
From South Carolina
1039. Kutscher, G. W.....1926 Swannanoa
From Pennsylvania

L

1040. Lamar, W. L., Jr.....1923 Albemarle
From Alabama
1041. Laney, W. D.....1925 Craigsville, Va.
From Missouri
1042. Langster, R. P.....1925 Greensboro.
From Georgia
1043. Lewis, W. F.....1925 Augusta, Ga.
From Virginia
1044. Lowrance, C. L.....1925 Asheville
From South Carolina

M

1046. Matthews, G. W.....1920 Asheville
From South Carolina
1047. McBride, T. L.....1919 Marshville
From Pennsylvania
1048. Medford, De V. K.....1926 Clyde
From Oklahoma
1049. Miller, A. J.....1925 ThreeRivers,Mich.
From Michigan
1050. Mills, R. S., Jr.....1921 Danville, Va.
From Tennessee
1051. Mooneyham, A. O.....1919 Asheville
From Alabama
1052. Moose, W. L.....1926 Charlotte
From Maryland
1053. Morriss, W. H.....1927 Richmond, Va.
From Virginia
1054. Murray, E. A.....1927 Asheville
From Pennsylvania

N

1055. Norman, J. P.....1924 Yadkinville
From Virginia
1056. Nye, D. S.....1925 Wake Forest
From South Carolina

O

1057. O'Brien, J. I.....1918 Pinehurst
From Massachusetts

P

1058. Page, H. R.....1922 Monroe
From South Carolina
1059. Pence, L. N.....1919 South Boston, Va.
From Virginia
1060. Pittman, E. J.....1919 Rocky Mount
From Georgia
1061. Pruett, A. R.....1924 Jacksonville, Fla.
From Georgia

R

1062. Ray, C. W.....1924 Norton, Va.
From Virginia
1063. Reedy, W. C.....1922 Henderson
From South Carolina
1064. Rhyne, C. L.....1922 Statesville
From Georgia
1065. Roberts, T. M.....1918 Martinsville, Va.
From Virginia
1066. Ross, W. E.....1921 Mt. Airy
From Missouri

S

1067. Sappenfield, J. A.....1924 Kannapolis
From Georgia
1068. Saunders, L. S.....1926 Wilmington
From Virginia
1069. Sawyer, R. B.....1925 Charlotte
From Colorado
1070. Schafhausen, J. J.....1920 Asheville
From Kentucky
1071. Scruggs, R. G.....1919 Asheville
From Georgia
1072. Sheider, G. A.....1918 W. Asheville
From Georgia
1073. Sherard, J. F.....1920 Hendersonville
From South Carolina
1074. Smith, J. M.....1925 Asheville
From Wisconsin
1075. Smith, J. P. F.....1923 Jackson Sprin
From South Carolina
1076 Snypes, C. L.....1923 Sanford
From Georgia
1077. Suggs, A. M.....1918 Spencer
From Georgia
1078. Summerlin, A. R.....1925 Laurinburg
From South Carolina
1079. Sinclair, E. G.....1920 Raleigh
From Virginia
1080. Stanley, R. I.....1927 Greenville
From Virginia
1081. Sumner, Preston.....1926 East Point, Ga
From Virginia

T

1082. Thompson, J. V.....1924 Hendersonvill
From South Carolina
1083. Toms, E. R.....1919 Wilmington
From Georgia

V

1084. Vaughan, A. M.....1926 Richmond, Va
From Missouri

W

1085. Watkins, F. D.....1925 Belmont
From South Carolina
1086. White, H. W.....1925 Fayetteville
From South Carolina
1087. White, W. G.....1924 Charlotte
From South Carolina
1088. Williams, L. L.....1920 Morven
From Georgia
1089. Wilson, C. A.....1922 Monroe
From Virginia
1090. Wilson, E. C.....1919 Burlington
From Virginia
1091. Winn, Herbert.....1924 Athens, Ga.
From Georgia

1092. Woodward, C. T.....1925 Charlotte
From South Carolina

Y

1093. Youngblood, L. S.....1919 Maiden
From Georgia

Registered Assistant Pharmacists

1. Bell, E. V.....1926 Raleigh
2. Britt, C. E.....1926 Fairmont
3. Browning, A. C.....1926 Greensboro
4. Carmichael, E. G.....1922 Albemarle
5. Clark, T. N.....1926 Fayetteville
6. Dilling, Coit.....1924 Gastonia
7. Heslep, F. W.....1923 Wilmington
8. Huggins, W. W.....1922 Wilmington
9. Hughes, M. A.....1926 Edenton
10. Johnson, W. S.....1926 Rocky Mount
11. McConnell, Miss Ethel.....1926 Newton
12. Moose, H. A.....1926 Mount Pleasa
13. Musgrove, W. M.....1924 Catawba
14. Usher, J. T.....1926 Rocky Mount
15. Vick, J. G.....1922 Wilson
16. White, C. B.....1926 Henderson

List of Registered Practicing Physicians

LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS, TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.

3. O'Briant, A. L.
Cameron, ...Moore County
4. Martin, J. H.
Red Oak, ...Nash County
5. Lackey, F. H.
Fallston, ...Cleveland County
6. Mason, Manly
Newport, ...Carteret County
9. Proffitt, T. J.
Elk Park, ...Avery County
10. Lovitt, W. D.
Newland, ...Avery County
11. Smith, A. J.
Black Creek, ...Wilson County
12. Burnett, I. E.
Mars Hill, ...Madison County
13. Shellum, O. W.
Denver, ...Lincoln County
14. Cox, B. T.
Winterville, ...Pitt County
15. Wood, J. W.
Boiling Springs, ...Cleveland County
16. Liles, N. P.
Lilesville, ...Anson County
17. Costen, I. W.
Castalia, ...Nash County
18. Hutchinson, S. S.
Bladenboro, ...Bladen County
19. Baker, W. E.
Arden, ...Buncombe County
21. Buckner, J. M.
Swannanoa, ...Buncombe County
22. McLendon, W. J.
McFarlan, ...Anson County
23. Flynt, S. S.
Rural Hall, ...Forsyth County
24. Salley, E. McQueen
Saluda, ...Polk County
25. May, M. J.
Hayesville, ...Clay County
26. Sossoman, J. C.
Midland, ...Cabarrus County
27. Reid, T. N.
Matthews, ...Mecklenburg County
28. Burt, B. W.
Holly Springs, ...Wake County
29. Gordon, J. R.
Jamestown, ...Guilford County
31. Person, E. C.
Pikeville, ...Wayne County
32. McDade, B. B.
Corbitt, ...Caswell County
33. Weaver, W. J.
Leicester, ...Buncombe County
34. Lubchenko, N. E.
Harrisburg, ...Cabarrus County
35. Shaw, W. G.
Wagram, ...Scotland County
36. Peterson, C. A.
Spruce Pine, ...Mitchell County
37. Floyd, L. D.
Cerro Gordo, ...Columbus County
38. Vaughan, J. C.
Rich Square, ...Northampton County
39. Sikes, G. L.
Salemburg, ...Sampson County
41. Watson, Leon
Broadway, ...Lee County
42. Boger, D. T.
Rockwell, ...Rowan County
43. Potts, F. L.
Vanceboro, ...Craven County
44. Hinnant, Wilford
Micro, ...Johnston County
45. Perkins, S. L.
Ronda, ...Wilkes County
46. Bell, J. C.
Mayesville, ...Jones County
47. Stone, W. M.
Dobson, ...Surry County
48. Thompson, Joseph
Creedmoor, ...Granville County
50. Leeper, D. H.
Hiddenite, ...Alexander County
51. Crouch, T. D.
Stony Point, ...Alexander County
52. Elliott, G. D.
Fair Bluff, ...Columbus County
53. Robertson, W. B.
Burnsville, ...Yancey County
54. Melvin, W. C.
Linden, ...Cumberland County
56. Tally, J. S.
Troutman, ...Iredell County
57. Bridger, D. H.
Bladenboro, ...Bladen County
58. Rosser, R. G.
Vass, ...Moore County
59. Coleman, J. I.
Hurdle Mills, ...Person County

61. Wysong, H. C.
Bonlee, ... Chatham County
62. Purdy, J. J.
Oriental, ... Pamlico County
63. Freeman, M. R.
Bailey, ... Nash County
64. Marlowe, W. A.
Walstonburg, ... Greene County
65. Denton, A. L.
Castalia, ... Nash County
66. Harrell, W. H.
Creswell, ... Washington County
67. Chapin, W. B.
Moncure, ... Chatham County
68. Beard, G. C.
Atkinson, ... Pender County
69. Bennett, E. C.
Elizabethtown, ... Bladen County
70. Hickman, M. T.
Hudson, ... Caldwell County
71. Fourd, F. O.
Connelly Springs, ... Burke County
72. Sumner, F. W.
Fletcher, ... Henderson County
74. Beasley, E. B.
Fountain, ... Pitt County
75. Smith, C. E.
Bakersville, ... Mitchell County
77. Brantley, C. H.
Bailey, ... Nash County
79. Reed, R. H.
Kenansville, ... Duplin County
80. Goley, W. R.
Shallotte, ... Brunswick County
81. Caddell, G. C.
Hoffman, ... Richmond County
82. McMillan, J. M.
Candor, ... Montgomery County
84. Howell, W. L.
Ellerbe, ... Richmond County
88. Johnson, B. C.
Bunn, ... Franklin County
89. Outland, J. L.
Woodland, ... Northampton County
92. Wilkerson, J. B.
Rosman, ... Transylvania County
94. Bradshaw, T. G.
Sims, ... Wilson County
96. Buchanan, C. L.
Ellenboro, ... Rutherford County
99. Long, F. Y.
Catawba, ... Catawba County

Bill Requiring Registration of Drug Stores and Pharmacies Passed by the General Assembly of 1927

An Act to Amend Chapter 110, Article 3, Part 1 of the Consolidated Statutes, Volume II, requiring the Annual Registration of Drug Stores and Pharmacies.

The General Assembly of North Carolina do enact:

Section 1. That Chapter One Hundred and Ten, Article Three, Part One, of the Consolidated Statutes, Volume Two be and the same is hereby amended by adding a new section immediately after Section Six Thousand Six Hundred and Seventy, to be known and designated as Section Six Thousand Six Hundred and Seventy (a), as follows:

Section 6670 (a) That the Board of Pharmacy shall require and provide for the annual registration of every drug store and pharmacy doing business in this State; the proprietor of every drug store or pharmacy opening for business after the taking effect of this act shall apply to the Board of Pharmacy for registration and it shall be unlawful for any drug store or pharmacy to do business until so registered; the fee for such registration, whether original or annual, shall be one dollar, and upon the payment thereof the Board of Pharmacy shall issue permit to applicant entitled to receive same. All permits issued under this section shall expire on December thirty-first of each year.

The terms "drug store" and "pharmacy" as used herein shall mean any store or other place in which drugs, medicines, chemicals, poisons, or prescriptions are compounded, dispensed, or sold at retail, or which uses the title "drug store" "pharmacy" or "apothecary" or any combination of such titles, or any title or description of like import. Provided, that nothing in this section shall apply to the sale of domestic remedies, patent and proprietary preparations, and insecticides as set out and provided for in paragraph two of section six thousand six hundred and sixty-seven of the Consolidated Statutes.

Sec. 2. That all laws and clauses of laws in conflict with the provisions of this act are hereby repealed.

Sec. 3. That this act shall be in force and effect from January first, one thousand nine hundred and twenty-eight.

In the General Assembly read three times and ratified, this 18th day of February, 1927.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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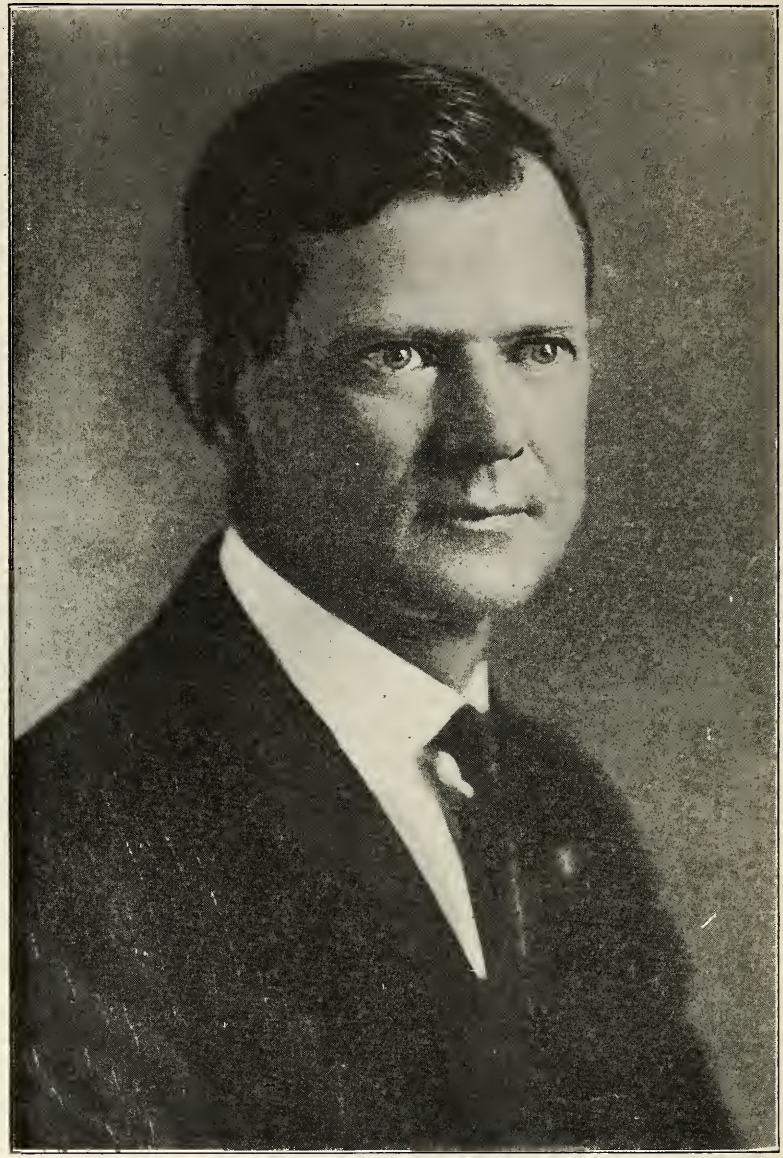
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The N. C. Board of Pharmacy Meets at Chapel Hill, November 22



PEARLY ARTHUR ("P.A.") HAYES, of Greensboro

President of the Justice Drug Co., of Greensboro, and an Enthusiastic Supporter of the Traveling Men's Auxiliary of the N. C. P. A.

Pearly Arthur ("P.A.") Hayes

The subject of this dedicatory sketch, P. A. Hayes, is president of the Justice Drug Co., service jobbers, and treasurer of the Barbee-Hayes Co., wholesale tobacco dealers, both of Greensboro, N. C. He occupies these positions through no pull of friends, no wealth of family, and no accident of circumstance, but purely because he had the energy, ability, and fight to start from the bottom of the ladder and work to the top. We are giving him our highest place of honor this month not because he is the head of a large wholesale house, but because of his active support in this state of movements for the advancement of pharmacy; because of his loyalty to and genuine interest in the North Carolina Pharmaceutical Association; and because of his sincere friendship for every druggist in the Old North State.

* * * * *

Pearly Arthur Hayes was born in Randleman on December 20, 1882, the son of Eli Pierce and Mary (Peeler) Hayes. His early education was obtained in the public schools of Randleman after which he attended Guilford College from 1901 to 1903. Soon after leaving college he began his long career in the drug business by accepting a position as order clerk for the L. Richardson Drug Co., of Greensboro. In January, 1904 he became traveling salesman for the same firm and continued in this position for a year. On July 5, 1905 Mr. Richardson decided to devote his whole attention to the manufacture and distribution of Vick's Household Remedies and, therefore, sold his interests and good-will in the L. Richardson Drug Co. to Mr. R. L. Justice, who changed the firm name to the Justice Drug Co. Mr. Hayes remained with the new firm and for fifteen years worked under Mr. Justice. During that time he also became interested in several retail drug stores in the state. On July 1, 1920 Mr. Justice determined to retire from active business and accordingly sold his holdings in the company to a group which included Mr. P. A. Hayes. However, he continued as president of the firm until January 1, 1921, when Mr. Hayes, who had obtained controlling interest in the concern and who had disposed of his retail interests, was elected president by the board of directors. Under his guidance the company had rapidly grown and is one of the leading concerns in the southeast. The firm takes pride in the fact that the Justice Drug Co. is one hundred per cent. wholesale. No officer or employe holds any stock or financial interest in any retail drug store.

Mr. Hayes formed a partnership with Mr. M. C. Barbee in 1922 and organized the Barbee-Hayes Company, a large tobacco concern. He serves as treasurer of the company in addition to his responsibilities with the Justice Drug Co.

On December 31, 1913 Mr. Hayes was married to Miss Virginia Townsend, of Greensboro. Mr. and Mrs. Hayes live at 206 E. Hendrix St., Greensboro, with their two attractive children, Virginia and Anne.

When his business interests do not keep him too fully occupied, Mr. Hayes enjoys hunting and fishing, and there is nothing that gives him as much pleasure as tramping through the woods with a good hunting dog or casting a line beside a mountain stream. He is a splendid shot and an experienced fisherman.

Mr. Hayes is an active member of the National Wholesale Druggists Association and in 1926-27 served as fourth vice-president of the organization. He is one of the most enthusiastic members of the Traveling Men's Auxiliary of the N. C. P. A., and, as Chairman of the Entertainment Committee for the Greensboro meeting, had a large share in making the convention a great success.

It seems incredible that a man as busy as Mr. Hayes finds time to take an active part in civic affairs. He is a member of the Rotary Club, and on October 19, 1926 read a paper before the local club on "Why the Wholesaler." He is a member of the Methodist Episcopal church; of Oasis Temple, Shrine; the M. and M. Club, of Greensboro; the local Country Club; and a director of the Greensboro Chamber of Commerce. He is also a member of the United Commercial Travelers, the Travelers' Protective Association, and the National Chamber of Commerce.—A. N.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Small or Large Size, Which Do You Push?

Speakers lecturing on salesmanship often advocate selling the largest package of an article that is offered in more than one size in order to increase the sum of the sale and to give the customer a proportionately larger quantity of goods for his money. Many merchants take this lesson to heart and follow the rule of showing the biggest package first or of wrapping it up without asking when no size is specified. Some merchants, however, make several exceptions to this custom. Mr. H. L. Hicks, of Rocky Mount, is an example. He told us this summer that he directed his clerks to sell cigarettes in packages of tens rather than twenties when the customer fails to specify size. He argues that he makes a greater *percentage* of profit on such a transaction and encourages a quicker return of the customer for the same article *and likely something else.* Since very little net profit is made on tobacco products anyway the oftener they can be used to get people into the store to buy really profitable merchandise the better off the proprietor will find himself. And again Mr. Hicks always tries to sell a certain well known brand of Milk of Magnesia in 12 ounce bottles that retail for sixty cents, rather than another brand containing 16 ounces that sells for fifty cents. The smaller size yields a greater percentage of profit and if we assume a steady use of the product the selling of 12 instead of 16 ounce bottles means that the number of times the customer comes into the store is theoretically increased 25 per cent. What is your theory and practice in reference to this sort of thing?

Congratulations But No Praise

The JOURNAL extends congratulations to the newly elected members of the State Association, and wishes for them a successful year in office when they take up their tasks next June. The writer happens to be one of the officers elected and is, therefore, prevented by traditions of modesty and good taste from saying how fortunate the Association is in having found so estimable a group of men to direct its affairs during another year. Were he not under the restriction of keeping quiet he would go into some detail to show that the organization has seldom if ever been able to fix upon candidates worthier to wear the mantle of office than are those who were selected this year. But since however much they deserve the tribute it would not be seemly under the circumstances to praise the new officers, the writer will conclude by saying that everybody knows how good they are anyway.

Goode On Executive Committee

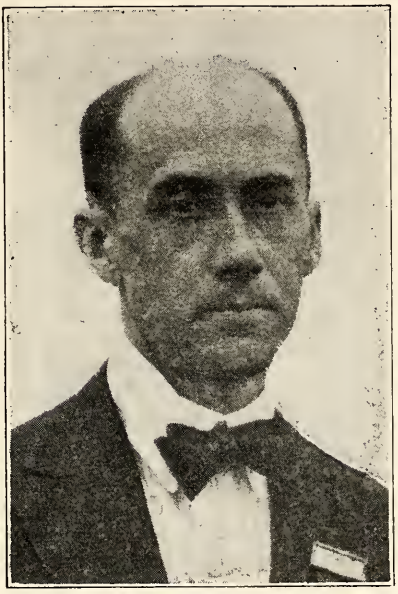
For the third successive year Mr. J. A. Goode, of Asheville, has been honored with a high office in the National Association of Retail Druggists. This time it is a three-year appointment on the Executive Committee that comes to him. Only persons familiar with N. A. R. D. machinery realize how important this office is and how eagerly it is sought by those desiring a voice in controlling the affairs of the organization. The Executive Committee *is* the N. A. R. D. between conventions. Its members direct the extensive and splendid work that the Association does, and to be selected as one of the six who compose the committee symbolizes a token of trust and a compliment to ability that are no less pleasing because so thoroughly deserved. We congratulate Mr. Goode upon the honor that has come to him; we felicitate the N. A. R. D. upon securing the services of a Grade A man.

A Good Location

Our idea of a good spot to place a prescription case is the location selected by Joe House and Frank Roland Bell. When they established their drug stores at Beaufort both of them backed their shops up slam bang against the Atlantic Ocean so that the waves might play about their rear door steps. Not only do they find it an advantage to have prescription rooms whipped by cooling winds and to be able to look out upon the restless waters of a busy harbor, but think of the convenience of their having the ocean to use as a waste-box. The porter doesn't sweep "out;" he sweeps overboard. And there is a soothing sound of water slapping and playing about outside that surely must be restful on the long work-shifts that every druggist must endure. When the Association meets next summer at Morehead City we suggest that some time during the convention every member cross the Sound and pay a visit to Beaufort in order to see not only a quaint, historic and beautiful little seaport city, but two prescription rooms that do not look out upon ill-kept back alleys filled with eye-hurting débris.

Newly Elected Officers of the North Carolina Pharmaceutical Association

At the Greensboro meeting of the North Carolina Pharmaceutical Association held this past June the members decided upon a new procedure for choosing officers. Instead of *electing* officers at the annual conventions the plan hereafter will be to *nominate* two candidates for every office, submit the list of nominees to all dues-paid members, and let them select by mail ballot the men they believe best suited for the various positions. In pursuance of this new policy President Eubanks appointed a nominating committee of seven men to bring in a slate that would contain the names of at least two nominees for every elective office in the Association. This committee subsequently presented its list and the delegates were asked to accept, to modify, or to reject the slate that was offered. They voted to confirm the choices of the committee and accordingly mail ballots containing the selected names were sent to every member of the Association with the request that he vote for one member for each office and then send his ballot to the president. The president in turn passed the votes so received on to a Board of Tellers, and on October first this Board announced the outcome of the election. The newly chosen officers will be installed at the 1928 meeting and will serve for the ensuing year. These officers-elect are as follows:



W. W. HORNE, of Fayetteville
President-elect of the N. C. P. A.

W. W. Horne, of Fayetteville, President

C. C. Fordham, Sr., of Greensboro, First Vice-President

J. C. Brantley, of Raleigh, Second Vice-President

B. H. Wolfe, of Charlotte, Third Vice-President

J. G. Beard, of Chapel Hill, Secretary-Treasurer

C. M. Andrews, of Burlington, Assistant Secretary-Treasurer.

Members of the Executive Committee:

- R. A. McDuffie, of Greensboro
- E. F. Rimmer, of Charlotte
- P. C. Stratford, of Greensboro

DISPENSING SECTION

MATTIE E. SMITH, *Editor* CHARLOTTE, N. C.

(Note: The Clerks' Section of the North Carolina Pharmaceutical Association at the Greensboro meeting requested space in the JOURNAL for the regular publication of facts bearing on drug dispensing. This request was immediately granted. The Section elected Miss Mattie E. Smith, a prescriptionist for the Sterling Drug Co., of Charlotte, as the editor of the new department. Her first contribution appears below. Miss Smith is very anxious for prescriptionists to send her for publication any notes on dispensing that develop from their experience. We sincerely hope that our readers will comply with her request.—Managing Editor.)

Dispensing Notes

1. Adrenalin chloride solution should not be dispensed with alkaline solution. Normal salt or slightly acid solution is better, either 1/100% hydrochloric acid or normal salt solution. Whenever possible, it should be dispensed in amber bottles. Large quantities should not be made up. When a pink color appears, it is very near to being worthless. When black specks appear, it is no good.

2. Adrenalin inhalant is not miscible with mineral oil. It is miscible with almond, olive, or any vegetable oil. A very satisfactory way to show the immiscibility is to put about 15 minims in a one dram vial, and add 15 minims of mineral oil. In another vial use some vegetable oil, almond oil being preferable because it has the least odor.

3. Dispense all oils in cork stoppered or screw-cap bottles. Oil affects rubber and is very unsatisfactory in dropper bottles. Boxes to hold ½ or 1 oz. bottle and a dropper can be obtained and make a very neat package to dispense oil drops.

4. Those solutions which are unstable should be labelled with the date when made and a date after which they are not to be used. Argyrol, Protargol, Neo Silvol and practically all such do not keep longer than ten days or two weeks at most. They should not be kept made up as stock solutions, but should be prepared fresh each time. The customer should be cautioned when these products are delivered as to their unstable nature. When large quantities are ordered on prescription, or the prescription is to be increased, the customer should be cautioned as to its instability. These are usually very bland when freshly prepared but irritating when old.

5. Glandular products should always be dispensed in glass vials, except small quantities that will be used within a few days. Powders made from glandular products should be wrapped in two waxed papers instead of one, the same as a deliquescent substance. They do not deliquesce but they putrify very quickly. The fluffiness of glandular products may be greatly reduced for making either powder or capsules by rubbing with a few drops of oil. Alcohol should not be used for these substances, because there is sufficient moisture to cause them to become putrid. For this reason oil is found to be much more satisfactory.

6. Pay particular attention when dispensing Burroughs-Wellcome Co. Glandular Products. They are based on the amount of fresh gland represented and not the amount of dried gland of the American Standard. They will vary from 1/10 to 1/5 the amount that the physician may be expecting to give. Sometimes when that brand is specified, if an opportunity is given, it is well to acquaint the physician with this fact. Often they will specify that brand knowing it to be a reliable house and not being familiar with the manner of labelling. Also Thyroid (P. D. and Co.) is 1½ times U. S. P. strength and should be used only when specified.

7. In making solution containing Holocain, first rinse the bottle with dilute hydrochloric acid to rid the bottle of any slight alkalinity that may exist and cause a precipitation of the Holocain; afterwards rinse thoroughly with distilled water.

8. For solution containing potent alkaloidal salts, the salts should be dissolved in a little water and this should be added last. When bromides, citrates or other substances are present that may precipitate the alkaloid, the addition of a small amount of glycerine to the aqueous solution of the alkaloidal salt often prevents this. This is particularly true with Elixir of Bromides, Syrup of Citric Acid, Syrup of Wild Cherry, etc.

9. Bismuth powders (divided) should not be smoothed with a spatula after folding as it tends to "cake" them. Those powders which do not cake are made much neater by smoothing before putting in the box.

10. To make mercurochrome suppositories, dissolve the mercurochrome in a small amount of water, about the same as the mercurochrome used. Make solution on slab, melt suppository base, using care not to get it too hot. Pour a small amount into the mercurochrome solution on slab and mix well. Add this to the remainder of the metal suppository base. Mix well and pour into chilled molds. A small bottle of acidulated alcohol to accompany the above with directions for use is helpful.

11. When carbolic acid is called for in an oil, use the crystals. The liquified phenol does not mix, due to the water present. When in an ointment, the liquified may be used, care being taken that it is well mixed, otherwise severe burns occur.

12. A solution of equal parts of castor oil and alcohol is an excellent solvent for both salicylic and benzoic acids. Keep a solution made up on hand to be used in making ointments. The crystals can be broken up into very minute particles with this solution before adding ointment base. Use a rubber spatula.

13. To incorporate balsam of peru into an ointment, mix it with an equal volume of castor oil-alcohol solution. Mix this well and add last to the ointment with no more rubbing than necessary to mix thoroughly.

14. When making ichthyol into an ointment, always weigh out when ready to mix up. Do not allow to stand but remove from paper at once with a spatula which has already been used and is greasy with the vehicle. Remove directly into the vehicle and not on the slab. In this manner, no black flakes will appear.

15. When making solutions containing zinc sulphate and sulphurated potassa and lime water, dissolve each salt separately in a small amount of distilled water. Filter each and add a sufficient quantity of lime water with constant stirring to make half the quantity of finished solution. Pour zinc solution slowly into solution of sulphurated potassa with constant stirring and allow to stand about fifteen minutes or until solution is whitened. When attempting to dissolve the salts in lime water a heavy precipitation results, but when mixed in the above manner a much lighter precipitation is obtained.

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The A. Ph. A. Convention

The Seventy-Fifth Anniversary meeting of the American Pharmaceutical Association was held in St. Louis, Mo, August 22-27. Meeting at the same time were the American Association of Colleges of Pharmacy and the National Association of Boards of Pharmacy.

North Carolina was represented by the following delegation: DR. E. V. ZOELLER, of Tarboro; MR. I. W. ROSE, of Rocky Mount; DEAN E. V. HOWELL and MR. J. G. BEARD, of Chapel Hill; and MR. G. A. RUSSELL, of Greensboro.

Dr. Zoeller was nominated for second vice-president and Dean Howell begins his second year as a member of the Executive Committee of the Association of Colleges.

The meeting was noteworthy for the large number of splendid papers presented.

The 1928 convention will be held at Poland Springs, Me., the time to be announced later.

Full details of the meeting have been published in the national drug journals and druggists are asked to read the accounts carefully.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Bathing Alcohol Cases Thrown Out of Court

It will be recalled by readers of the JOURNAL that the local officials of Bryson City brought indictments against the two retail druggists of that town a few months ago for selling Bathing or Rubbing Alcohol, both being bound over to the Superior Court of Swain County for trial at the July Term. There was no charge that the druggists in question had sold these liniments for beverage use, or even under conditions from which they might have reasonably deduced that these alcoholic preparations were to be used as such. On the contrary the evidence showed that they were bought for rubbing and bathing purposes and were used in this way. The question presented, therefore, was far reaching and of vital importance to every retail druggist, in that it involved the right of retail druggists in this state to sell liniments, toilet preparations, and many external medicines, manufactured with specially denatured alcohol, even though manufactured in accordance with approved formula of the Federal Government and under permit to manufacture.

That the druggists of the state had this right there was no question in the mind of the writer. At the same time this right had to be established in the event the case went to trial, and no stone was left unturned in the preparation of the case. With everything in readiness to fight the cases to a finish, and to carry them to the Supreme Court for final determination, if necessary, and while in the courtroom at Bryson City waiting for the cases to be called, the defense attorneys were advised by the Solicitor that he would ask that a nol pross be taken in both cases. He stated that he had intended prosecuting the cases vigorously but after examining the law more carefully, he had reached the conclusion that the sale of bathing alcohol when sold for its intended purpose was entirely legal.

The bathing alcohols involved were the products of the United Drug Company of Boston, Mass., and of the John T. Milliken and Co., of St. Louis, and both of course were manufactured under permit of the Federal Government and in accordance with an approved formula. These concerns were advised of the situation and coöperated in every way possible with this office. Not only were affidavits as to method of manufacture, existence of permits, formulas, etc. furnished by them, but the expenses of the trial, including the fees of the attorneys retained to assist in the defense of the cases, were borne by these manufacturers. This office wishes to express grateful appreciation for the interest and coöperation.

Telephoning Narcotic Prescriptions

The new Narcotic Regulations to be designated as Regulations 1, instead of 35 as heretofore, and soon to be ready for publication and distribution, will not contain a provision permitting in any instance the filling of narcotic prescriptions telephoned to the druggist by the prescribing physician. The Narcotic Division of the Prohibition Bureau has rejected the suggestion of the N. A. R. D. that the regulations be revised so as to permit retail druggists to fill certain narcotic prescriptions telephoned them by physicians in emergencies under proper safeguards. This action of the Bureau is a keen disappointment to the retail druggists of the country, who had hoped to obtain this change in the regulations now being revised.

Regulations 2

Retail druggists holding permits under the National Prohibition Act have been fur-

nished with a copy of Regulations 2, effective October 1, 1927, together with a summary of the material changes made in the revision of Regulations 60. The new regulation relative to permits under Title II of the National Prohibition Act is a revision of Regulations 60 of the Bureau of Internal Revenue promulgated March, 1924, and is principally a codification of the old Regulations 60 and its numerous amendments and modifications, with changes necessary to conform to the act creating the Bureau of Prohibition. Very few changes have been made in the substantive provisions of existing regulations. Those of importance enumerated by the Bureau are as follows:

(1). All permits outstanding on October 1, 1927, and all new permits issued on and after that date hereafter will be required to be renewed annually. This change affects a large class of permits which heretofore have been treated as continuing in force until surrendered or revoked for cause.

(2). Requirement is made that all permittees shall provide a safe and secure place of storage located on the permit premises, to be inspected and approved by the administrator, and of sufficient capacity to hold the maximum quantity of intoxicating liquor authorized to be possessed at any one time. Under previous regulations only certain classes of permittees were required to furnish such storage.

(3). The method heretofore in use of fixing the allowance of liquor withdrawals for non-beverage purposes on a quarterly basis has been changed to an annual basis with the restriction that not more than 50 per cent. of the annual allowance may be possessed by a permittee at any one time.

(4). Further restrictions are made on prescriptions of liquor for medicinal purposes by a new provision that the prescription for liquor must be filled within three days after it is issued unless the physician extends the time for not exceeding an additional three days, and a new requirement that compounded prescriptions in which potable distilled spirits are used may not be written or filled for a gross quantity in excess of six fluidounces.

(5). Provisions are made for new forms of applications for permit and permits containing stipulations for inspection of permit premises and records, designation and approval of managers of permit business, termination of permit in the event of change of ownership or management, description of storage place, and revocation of permit for violation of prohibition laws or regulations by the permittee or other persons employed by him in the exercise of the permit privilege.

Other changes made provide that intoxicating liquor may be transferred from one container to another without placing a label upon the new container in the same manner as the original container was labeled where a retail druggist uses intoxicating liquor in compounding prescriptions or in laboratory operations; that a retail druggist or his employee may appear before the Prohibition Department without being enrolled; that Federal Inspection is limited to a permittee's commercial records pertaining to liquor manufactured, received, possessed, or disposed of under this permit, or pertaining to materials for the production of liquor or any product made therefrom; that where a person operates several places of business for which he desires permits, a separate application must be filed and a separate basic permit procured covering each place; that appeals may be made to a Board of Review to be appointed by the Prohibition Commissioner, or the local Administrator, there the original decision at a revocation hearing is unsatisfactory, etc.

U. S. P. Tincture of Ginger, sold as Jamaica Ginger, Essence of Ginger, Extract of Ginger, or by whatever name, is an alcoholic preparation fit for use for beverage purposes and must be manufactured, sold, transported and used as an intoxicating liquor and comply with the regulations governing it. Fluid Extract of Ginger, U. S. P. is unfit for beverage purposes. Every retail druggist, whether a permittee or not, should have a copy of the new regulations.

Application of Sandwich and Soda Fountain Taxes

Inquiry after inquiry has come to this office with respect to the application of

Section 127 and 144 of the Revenue Act of 1927, imposing license taxes on Restaurants and stands selling sandwiches, and on soda fountains and stands selling bottled carbonated drinks, respectively. The writer has been furnished with an interpretation of the provisions which have occasioned the inquiries by the Department of Revenue at Raleigh. These interpretations are in accordance with the information sent out by this office from time to time since the Revenue Act became effective. In order to put the matter at rest for JOURNAL readers, the sections in question are sections referred to, together with the rulings of the Department of Revenue, are set out below.

Section 127 imposes the following license taxes on restaurants and stands selling sandwiches: "Every restaurant, cafe, cafeteria, and each hotel operating dining service on European plan, and each drug store or other place where food is sold as a business shall pay an annual license tax as follows: Those having chairs, stools or benches for less than ten persons, five dollars; those having chairs, stoods or benches for more than ten persons and less than twenty-five persons, ten dollars; those having chairs, stools or benches for more than twenty-five persons, and less than fifty persons, twenty dollars; those having chairs, stools or benches, for fifty or more persons, thirty dollars; all other stands or places where prepared food is sold as a business shall pay a tax of $5.00; and provided, however, that drug stores, filling stations and other stands or places where prepared sandwiches only are served shall pay a tax of $5 under this section."

Therefore, if a drug store sells prepared sandwiches only, it is subject to the tax of $5 per annum. However, if a drug store operates a cafe or cafeteria in connection with its business, the same tax must be paid as imposed against a restaurant or cafe. But, drug stores selling machine made sandwiches of crackers and peanut butter, etc., the license tax does not apply. This section, neither prohibits counties and towns from imposing a tax under this section nor does it limit the amount each may levy.

Section 144 imposes the following license taxes on soda fountains and stands selling carbonated bottled drinks: "On each soda fountain operated by any person, firm, or corporation an annual tax as follows: In towns of less than one thousand inhabitants, five dollars; in towns of one thousand inhabitants and less than five thousand, ten dollars; in towns of five thousand inhabitants and less than ten thousand, fifteen dollars; in towns of ten thousand inhabitants and less than fifteen thousand, twenty dollars; in towns of fifteen thousand inhabitants and less than twenty-five thousand, thirty dollars; in towns of twenty-five thousand or more inhabitants, forty dollars. On each stand at which soft drinks are carbonated and sold, the same not being strictly a soda fountain, and on each place of business where bottled carbonated drinks are sold at retail there shall be an annual tax of five dollars. No county shall levy any tax under this section and no city or town more than one-half the tax levied under this section."

A license for operating a soda fountain covers the privilege of selling bottled carbonated drinks at the fountain without the payment of additional tax.

A drug store, therefore, operating a soda fountain and selling bottled carbonated drinks is required to pay the state license tax, the amount being determined by the population of the city or town in which he does business, and one-half only of this amount to his city or town, the county being prohibited from imposing a tax under this section.

In this connection, there is no license tax imposed on a drug store for the sale of electrical equipment. Section 155 of the act provides a tax only on those persons or firms installing electrical equipment. The words "selling and" appearing before the word "installing" in the Act of 1925 was omitted from this section in the 1927 act.

OWENS

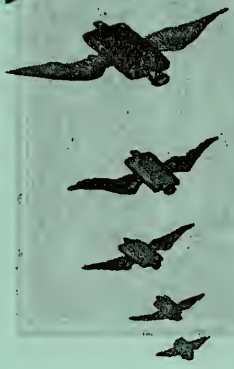
Use the new style citrates



Citrate bottles with screw cap and crown finishes are what druggists today are using. They offer several advantages over the old style. The cost is less and thus your margin of profit is greater. The appearance is much more pleasing to the customer—neat, simple, attractive. If brought back for refilling they are easier to clean and a new cap can be used—a service the customer appreciates. To both druggist and customer the screw cap and crown finish citrates offer more advantages—use them exclusively. The Owens Bottle Company—Toledo.

BOTTLES





Goodrich Rubber Sundries have the quality, the name and reputation. They have the confidence of the public. They create buying desires or impulses when displayed in your store.

Why do so many druggists push Goodrich? Because the test of time proves that Goodrich Rubber Sundries is the easiest line to sell.

Stock Goodrich and put wings on your turnover.

THE B. F. GOODRICH RUBBER CO.
Akron, Ohio

Goodrich
Rubber SUNDRIES

Sold through conveniently located distributors

THE BODEKER DRUG COMPANY *Importers and Wholesale Druggists* Richmond, Virginia

HOUBIGANT

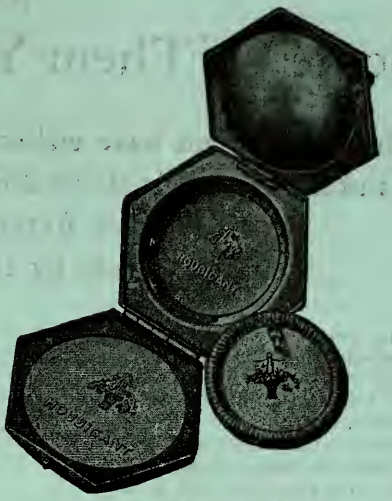
PARIS

DE LUXE DOUBLE COMPACT

A volume-getter. Since its recent introduction dealers everywhere have made record turnovers!

Nationally advertised, popularly priced, unsurpassed beauty.

Appropriate for the small gift. Order your supply now.



No. 1000—Retails $2.50; Refills 50c each



An exquisite gift package. Contains the perfume, toilet water, sachet face powder, lipstick and soap. Made up in two Houbigant leaders,

Quelques Fleurs	$13.50
Le Parfum Ideal	12.75

All essential to the correct toilette. Quality—typical of Houbigant preparations.

ORDER THROUGH

The BODEKER DRUG COMPANY

Richmond, Va.

AUTHORIZED HOUBIGANT DISTRIBUTORS

Some Of These Merchants You Know and Some Of Them You Do Not Know

But all of them have either had "Better Built" Fixtures installed in their stores during the past six months, or will have new fixtures installed within six weeks by this company.

Larrabee Drug Co., Martinsville, Va.
Younghloods Drug Store, Maiden, N. C.
Paragon Pharmacy, Orangeburg, S. C.
Duke University's Refreshment Department, Durham, N. C.
Foisters Inc., Chapel Hill, N. C.
Owl Sandwiche Shoppe, Chapel Hill, N. C.
Phillips Drug Store, Rock Hill, S. C.
Sedgefields Inc., Greensboro, N. C.
Peoples Drug Store, Lexington, N. C.
Surber Drug Co., Clifton Forge, Va.
Cramerton Drug Co., Cramerton, N. C.
Pearl Drug Co., Concord, N. C.
The Chocolate Shoppe, Florence, S. C.
Durham Book & Stationery Co., Durham, N. C.
Bishop Soda & Sandwiche Shoppe, Greensboro, N. C.
Eureka Drug Co., Greensboro, N. C.
Denton Drug Co., Denton, N. C.
Converse Pharmacy, Spartanburg, S. C.
Dixie Drug Co., Durham, N. C.
M. E. Joyner, Wake Forest, N. C.
Alleghany Pharmacy, Sparta, N. C.
Heritage & Wilson, Burlington, N. C.
Marshall Pharmacy, Marshall, N. C.
Hunters Pharmacy, Hendersonville, N. C.
Black Mountain Drug Co., Black Mountain, N. C.
Hoffman Pharmacy, High Point, N. C.
Little Pep-Sandwiche Shoppe, Charlotte, N. C.
Hickory Drug Co., Hickory, N. C.
Wimberley Drug Co., Henderson, N. C.
Arnold Cigar Store, Raleigh, N. C.
Crabtree Pharmacy, Durham, N. C.
Clifton & Perkins, Danville, Va.
Builders Building Soda Shoppe, Charlotte, N. C.
High Point Candy Co., High Point, N. C.
Carolina Smoke Shoppe, Chapel Hill, N. C.
Gayden Brothers, Columbia, S. C.
A. Roy Moore, Wilson, N. C.
Peacock Drug Co., Benson, N. C.
E. W. Smith Drug Co., Pilot Mountain, N. C.
Kannapolis Drug Co., Kannapolis, N. C.
Humphrey's Pharmacy, Lewiston, N. C.
W. A. Hayes Drug Store, Hillsboro, N. C.

(We have only mentioned those stores using drug or soda fixtures that we have served)

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STATESVILLE, N. C.

BANK OFFICE STORE FIXTURES

Impressions of the N. A. R. D. Convention

By E. F. Rimmer, of Charlotte, *Delegate*

It has been my privilege and pleasure to attend the last two annual conventions of the National Association of Retail Druggists and I feel that I have derived much benefit from these meetings. Although North Carolina has many successful, wide-awake druggists, very few attend the N. A. R. D. meetings. A druggist will be amply repaid for making the trips and I believe that having once gone attendance thereafter will be inevitable. North Carolina was represented at the 1927 meeting in Kansas City, Mo., by Mr. and Mrs. J. A. Goode, of Asheville; Attorney F. O. Bowman, of Chapel Hill; and Mr. and Mrs. J. P. Stowe, Mr. R. K. Blair and the writer, all of Charlotte. We had a delightful trip out via the Southern railway to Birmingham and then by the Frisco lines into Kansas City.

The convention registration was held at the Muehlebach Hotel and President Davis, of Tennessee, called the convention to order in the ball room of this hotel on Monday evening, September 19. The opening meeting was given over to addresses of welcome and to felicitations from kindred associations. Dancing followed.

The business sessions were held in the main auditorium of the Shrine Temple on Tuesday and Wednesday, with the Drug Show going on in the floor below. Listening to the various reports of the President, Secretary, Treasurer, and Chairman of the Executive Committee, one could begin to appreciate the vastness of the work of our association—the largest trade organization in the world. I hope every druggist will give close attention to the detailed accounts of the convention appearing in the national drug journals.

The greater portion of the work is carried on through the medium of committees. The three major committees are Finance, Resolutions, and Nominations. Should you ever serve on the Resolutions Committee your time will be well taken care of. Each state is represented on each committee by one man who is chosen in a state caucus. North Carolina was represented this year as follows: *Finance,* E. F. Rimmer; *Nominations,* Jas. P. Stowe; *Resolutions,* J. A. Goode. Resolutions are presented in open session and referred to the Resolutions committee which then holds an open session during which any N. A. R. D. member can appear and speak. The real work is done in closed sessions, however, but discussions are again heard when the committee reports at the general session.

The reports of the Attorney and the Legislative committees show there is much work to be done in preventing the enactment of unfavorable legislation. Outstanding achievements this year were in work on the Whiskey Monopoly Bill, the Federal Caustic Bill and on the Fair Trade Act or Kelly Bill.

Thursday might be termed "Attraction Day" with several addresses by prominent men. The outstanding address was that of Congressman Clyde Kelly, who for more than an hour discussed the underlying trend of trade habits, the fallacies of the cut-price idea and its harm to the public.

Instructive addresses were made by Mr. M. P. Gould on "Advertising Pointers;" by Mr. John T. Woodside of the Druggists Research Bureau; and by Messrs. William B. Burrus and Carl Weeks.

We are all very proud of the fact that Mr. J. A. Goode, of Asheville, was elected to a three-years membership on the Executive Committee. This is a signal honor since the destinies of the N. A. R. D. are directed by the efforts of this committee.

Between the business meetings many of the delegates took advantage of the opportunity to enjoy the attractions in and around Kansas City. Many entertainment features had been provided and the local druggists have made a record for other conventions to live up to.

In conclusion I want to call attention to the fact that the next convention will be held in San Francisco and I trust our state will send a large representation to the meeting.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Piedmont Topics

JOHN K. CIVIL, *Reporter*

MESSRS. C. A. LORD and J. M. MAYOR have bought the Depot Drug Store in Asheville from MR. Q. T. BILBRO and DR. B. B. FLOWE. The new owners are also the proprietors of the Berkeley Drug Co. in the Mountain City and will operate both stores in the future. Mr. Bilbro and Dr. Flowe will devote their entire attention to their other drug interests. They are the proprietors of the People's Drug Store in Asheville and the Bilbro Drug Store in West Asheville.

Friends are congratulating MR. and MRS. H. L. DIXON, of Charlotte, on the arrival on August 26 of Herman Lewis Dixon, Jr.

After a disastrous fire which destroyed the store, the Waynesville Pharmacy, of Waynesville, is back in business at its old stand with a new stock and equipment.

MR. R. G. SCRUGGS, who has been prominent in the drug business in Asheville for a number of years has bought Grant's Pharmacy and is making many alterations in the store. The pharmacy has been incorporated with authorized capital stock of $50,000 with Messrs. R. G. SCRUGGS, CHARLES S. GORE and ZEB V. NETTLES, all of Asheville, as incorporators. Mr. Scruggs has also bought Walker's Drug Store. MR. W. M. SALLY, formerly with Finley's Drug Store is in charge of the prescription department. We understand the pharmacy will be operated as Scruggs Drug Store.

The Rutherfordton County Retail Druggists Association held its last monthly meeting in Henrietta. This is one of the livest county associations in the state and the meetings are always pleasant and successful.

All Around North Carolina

M. J. LEIMKUHLER, *Reporter*

Friends are delighted to see MR. B. H. WOLFE back on the job as head prescriptionist for Walker's Drug Store in Charlotte after spending about two months in the mountains of Tennessee recuperating from a recent illness.

MR. L. B. JOINER, of High Point, was successfully operated on for appendicitis early in August.

MR. G. W. HART, formerly with the Patterson Drug Co., of Winston-Salem, is now prescriptionist for the Salem Pharmacy in the same city.

MR. S. R. CHAVASSE has purchased the Paragon Drug Co. at Henderson from the estate of the late GEORGE J. ROWLAND. MR. SAINTSING, formerly of Danville, Va., is in charge of the prescription department.

MR. and MRS. W. C. REEDY, of Henderson, announce the arrival of a daughter on August 23, Sarah Manning Reedy.

MR. T. C. McILHENNY, formerly with the Patterson Drug Co. of Winston-Salem is now associated with the Hollingsworth Drug Co., of Mount Airy.

MR. C. M. HIGGINS, formerly of St. Pauls, is now prescriptionist for the Pee Dee Pharmacy, of Wadesboro. The proprietor, MR. J. S. WEBB, is also interested in the Parsons Drug Co. in the same town, and he has taken over the prescription department of that store, which was formerly in charge of the late MR. W. L. McKINNON.

MR. CHARLES WILLIAMSON, formerly with the Alton C. Greene Drug Co. of Maxton, is now associated with Blue's Drug Store, of Laurinburg. MR. SAVAGE of Baltimore, Md., has succeeded Mr. Williamson at Greene's.

MR. HENRY SNUGGS, of Albemarle, has purchased C. J. Mauney and Co. in that town. For the present he will operate this new store in addition to the Snuggs Drug Store on Main street, and MR. CHARLES M. CASTEVENS will remain as manager. We understand that MR. J. O. CLINE, of Elkin, is in charge of the prescription department.

On September 1st MR. E. S. PUGH bought the interest of his partner, MR. R. W. ASKEW, in the Askew-Pugh Drug Co. in Windsor. The pharmacy is now operated under the name of Pugh's Pharmacy.

MR. A. D. WALKER, formerly of Ahoskie, is now connected with the Shaw Drug Co. of New Bern, while MR. ALDEN HOBBS, who has been prescriptionist for the store for several months, has gone to Kinston where he will be associated with J. E. Hood and Co., succeeding MR. SETH CREECH, who has purchased the old Dixon Drug Store in Kinston, changing the name to the Creech Drug Co.

The name of the Bowen Drug Co. at Washington has been changed to the Hood Drug Co., and it is now owned by Messrs. ROBIN HOOD and E. C. WORTHINGTON.

Friends will regret to learn that MR. N. O. McDOWELL, of Scotland Neck, is undergoing treatment for sinus trouble in New York City.

MR. R. E. L. DEES, of Wallace, has purchased the Duplin Drug Co. in that town and will discontinue the prescription end of the business. MR. C. M. MILLER, the former proprietor, is now selling insurance in Wallace.

Born to MR. and MRS. M. P. DAWSON on September 25 a daughter, Susan Henkel Dawson. Mr. Dawson is one of the proprietors of the Standard Drug Co. of Rocky Mount.

Burglars entered the Myers Park Pharmacy, of Charlotte, during the night of October 10. The cash register was robbed of about $115. Three thousand cigarettes, several boxes of cigars, candies, and perfumes were also taken.

MR. S. G. NELSON, formerly with E. V. Zoeller and Co., of Tarboro, is now associated with the Beaufort Drug Co., of Beaufort.

MR. D. S. PIGOTT, of Gloucester, is now connected with the Pitt Drug Co., of Greenville.

The People's Drug Store is the name of a new store for Wilson. It is owned and operated by MESSRS. TOM and ROY MOORE. MR. TOM MOORE will be in charge, while MR. J. H. BRINKLEY will succeed him as manager of the Terminal Drug Co. in the same town. Mr. Brinkley has been with the Grissom Drug Co., of Greensboro.

General News Items

The Stanly Drug Co., of Oakboro, has been incorporated to carry on a drug business with an authorized capital stock of $25,000. The incorporators are MESSRS. S. R. HONEYCUTT, H. H. LITTLE, and J. A. COBLE and others, all of Oakboro.

The Boon-Iseley Drug Co., located on Fayetteville Street, Raleigh, has installed a most attractive new soda fountain of the latest design.

MR. E. F. ROBINSON who was with Taylor's Pharmacy, Southside, in Winston-Salem, about two months ago accepted a position with the Camel Drug Co. in the same city.

MR. R. S. DAWSON succeeds MR. G. W. MATTHEWS with the Charlotte St. Pharmacy in Asheville. Mr. Matthews is now proprietor of the Grove Park Pharmacy in the Mountain City.

MR. JESSE TURLINGTON, who has been with Tainter's in Marion, returned to Asheville on October first and is with the prescription department of Finley's Drug Store. He has been succeeded at Marion by MR. R. P. McNEELY, of Charlotte, who returns to North Carolina after several years in Oklahoma where he was manager of a drug store in Ponca City.

MR. ANDREW L. MOORE, recently registered by reciprocity from Georgia, is now the proprietor of the E. and M. Drug Co. in Troutman.

MR. CLIFFORD PORTER, of Black Mountain, is building an attractive new drug store building for his pharmacy, the Black Mountain Drug Co. The building will be ready for occupancy about December first.

MR. H. C. WILLIAMS, of Charlotte, who has been with Liggett's in Greensboro, on September 14 accepted a position with Cline's Pharmacy, of Concord.

Friends are delighted to welcome MR. A. P. WESTBROOK back to North Carolina after a several months absence in Virginia, where he was connected with Truitt's Pharmacy in Norfolk. Mr. Westbrook is now in charge of the prescription department of the W. H. Horsley Drug Co. in Bessemer City. He succeeds MR. H. T. HORSLEY who resigned to accept a similar position with the Stanley Drug Store in Stanley.

MR. C. E. CLINE, who has been manager of the Valdese Drug Co. of Valdese for some time, is now connected with the People's Drug Store of Concord.

MR. W. L. JOHNSON resigned his position with Galloway's Drug Store in Raleigh some time ago and is now with the Sir Walter Drug Store as relief prescriptionist.

MR. E. G. SINCLAIR, of Apex, is manager of the Wilmont Drug Store which was recently opened in Raleigh.

MR. J. G. DAVIS, formerly with the Eckerd Drug Store in Durham is now with the Eckerd store in Raleigh.

MR. K. A. KIRBY has discontinued the practice of pharmacy and is now selling insurance for the Reliance Life Insurance Co.

MR. FRANK ROBINSON, formerly of Lowell, is now agent for the Remington Cash Register with headquarters in Charlotte.

Early in the summer MR. M. B. SLOOP opened a new drug store in his home in China Grove under the name of Sloop's Drug Store. Mr. Sloop is a graduate of the University of North Carolina School of Pharmacy and was licensed to practice pharmacy in 1927. He received his apprentice training with Carter and Trotter in Salisbury, the Linn-Edwards Drug Co. in Landis, and Geo. C. Goodman and Co. in Mooresville. Friends are wishing for him every success as he launches out into business for himself.

MR. E. B. BRISTOW has bought the interest of his partner, MR. SAM SOWELL, in the Hamlet Drug Co., of Hamlet, and will operate the store under its present name.

MR. T. L. BRODIE, of Henderson, has accepted a position with Walker's Drug Store in Norlina.

We understand that the E. B. Marston Drug Co., of Kinston, has been closed. MR. R. H. MARSTON is devoting his entire time to the Central Pharmacy in the same place. MR. A. L. HOGAN is also with this pharmacy.

MR. C. L. CANNON has bought an interest in the Sparks Drug Co., of Robersonville, and the store is now being operated under the name of the Robersonville Drug Co.

The JOURNAL desires to extend sincerest sympathy to MR. S. L. HUBBARD in the death of his father, and to MR. J. M. PRITCHARD and MRS. C. L. EUBANKS in the death of their mother.

MR. E. J. PITTMAN has accepted a position as prescriptionist for the Winstead Drug Store, of Elm City.

MR. P. R. HATCH is with the Wake Drug Co., of Raleigh.

MR. A. L. GILREATH, of Hendersonville, is now located with Goode's Drug Store in Asheville.

MR. W. H. MORRIS, of Richmond, recently registered by reciprocity in this state, is in charge of the prescription department of Miles Drug Store in Roxboro.

MR. J. W. F. WOOTEN, of Fremont, who was with the Sykes Drug Co. in Greensboro, is now with the Grissom Drug Co. in the same city. He succeeds MR. D. C. McCRUMMEN who resigned and is living in Carthage.

The Denton Drug Co. is now comfortably settled in its new store building and is ready for business. New fixtures have been installed which were made by the Morrison Mfg. Co.

MR. J. F. HOFFMAN, JR., proprietor of the Hoffman Drug Store at High Point, reports that nearly 5,000 visitors called at his store during the opening day.

MR. and MRS. O. HENRY LYON, of Plymouth, accompanied by their son Harry, spent a most delightful vacation in Canada. They made the trip by way of the Hudson valley to Montreal, and around the Canadian side to Toronto and Niagara Falls, return-

ing through the Shenandoah Valley. They report a very enjoyable trip and are loud in their praises of Canadian hospitality.

The JOURNAL was delighted to receive a snapshot of little Miss Doris Harrell, daughter of MR. and MRS. J. W. HARRELL, of Rocky Mount. The young lady is about six months old and weighs eighteen pounds. Her father states she has traveled over 10,000 miles in his car, making the journeys in a heavily padded basket.

The South Street Drug Co. is a new pharmacy for Mount Airy.

MR. J. A. BLAND has resigned his position with Smith's Drug Store No. 2 and has been succeeded by Mr. C. B. Rhinehardt, formerly with Smith's No. 1 Store.

In the August issue of the JOURNAL announcement was made that MRS. R. A. McDUFFIE, of Greensboro, was awarded the prize given by the Norris Company to the lady making the most words out of "Norris Exquisite Candies." We have just been informed by the Hollingsworth Company that she also won a prize of five pounds of Hollingsworth candy for making the greatest number of words from "Hollingsworth's."

MR. C. M. JENKINS accepted a position with the Old Fort Drug Co., of Old Fort, in the middle of the summer.

MR. W. B. SOUTHERLAND, formerly with the Saluda Pharmacy of Saluda, is now with the Peden Pharmacy, of Hendersonville.

MR. R. B. SAWYER, formerly with Perry's Drug Store of Charlotte, is again with the People's Drug Store in the Mecklenburg City.

Two eastern Carolina druggists have discontinued the practice of pharmacy. On July 1st MR. J. W. WILLIAMSON, of St. Pauls, entered the insurance business, while MR. B. S. BARNES, of Maxton, has been selling bonds for some time.

We understand that the Harris-Cutlar Drug Co. at Washington closed some time ago. MESSRS. GEO. TAYLOR and J. C. HARRIS, the former a member of the firm, have bought the entire stock of the pharmacy, and have re-opened under the name the Central Drug Co.

The Paragon Drug Co. at Durham and the Justus Pharmacy at Hendersonville have recently installed new "Green" soda fountains.

MR. J. L. BAKER has resigned his position with Carter's Pharmacy at Aberdeen, but we have not been able to learn his plans for the future.

The H. L. Rives Drug Co. at Bethel has just installed a new soda fountain.

R. L. HAMILTON, of Oxford, is now connected with the R. C. Calton Drug Co. at Nashville.

MR. M. A. PEACOCK, proprietor of the Benson Drug Co. at Benson, has just completed extensive alterations in his store. In addition to many other improvements he has installed a new soda fountain.

MR. G. W. C. RUSH, North Carolina druggist, who is now representative in West Virginia for E. R. Squibb and Sons, is making his headquarters at the Ruffner Hotel in Charleston, W. Va.

Many friends will be delighted to learn that on August 1st MR. A. R. WILSON became representative in the Carolinas for Bishop and Babcock. Mr. Wilson was formerly factory representative for the American Soda Fountain Co. in the Virginias, but more recently has been working for the Pinehurst Warehouse, jobbers of American Fountains.

MR. W. D. LANEY, who has been in Craigsville, is now with Eaton's Pharmacy, of Richmond.

The JOURNAL regrets to report the serious illness of COLLECTOR GILLIAM GRISSOM at Rex Hospital in Raleigh. In speaking of his sickness the *Greensboro Daily News* states: "The collector, who never knew illness before, has piled up more days in bed than he gathered in all the ailments of his previous life. He is as gracious in his illness as in his health and in the sick chamber is host to his visitors even as he is entertainer for his government. Many callers have visited him. He sends his friends everywhere word that he is a desperately sick man, but not a kicker. He expects to get up soon and return to his office."

The Brown Remedy Co. of Warsaw, has been incorporated to deal in drugs with an

authorized capital stock of $50,000. The incorporators are MESSRS. J. D. BROWN, W. O. SINGLETARY and E. H. CHESTNUTT, all of Warsaw.

MESSRS. P. B. and W. E. HARDEE have bought the Court Square Drug Co. in Durham, located at 130 E. Main St. and the store is being operated under the name of Hardee, Pharmacists. MR. W. E. HARDEE is a registered pharmacist and a graduate of the State University. We extend to the new owners our best wishes for every success in their new business venture.

MR. E. REID TOMS, who for about nine years has been connected with Hall's Drug Store in Wilmington, has resigned to accept a position as head of the prescription department of the Speer Drug Co. No. 1, located on N. Front street in the same city.

North Carolina Board of Pharmacy

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates for license to practice pharmacy, both as Pharmacists and Assistant Pharmacists, will be held at Chapel Hill, N. C., Tuesday, November 22, 1927 at 9 o'clock, A. M.

For blanks or information in regard to the examination write

F. W. HANCOCK,
Secretary-Treasurer,
Oxford, North Carolina.

Galloway's Has New Home

Galloway's Drug Store, which has been in business in Raleigh for more than 30 years, has moved to the end of the car line on Hillsboro street, and on September 7 opened its doors to many old and new patrons in attractive quarters just opposite State College. The removal of the store from its old location on Fayetteville street was made necessary by the plans of the Citizens National Bank to erect a new bank building on the site. We are wishing for the proprietor of the pharmacy, MR. RAWLEY GALLOWAY, every success with his well established business in its new location.

Bundy of Norwich Mis-Located

It develops that MR. FOSTER L. BUNDY, traveling representative in North Carolina for the Norwich Pharmacal Company, was listed in the Proceedings Number of the JOURNAL as traveling representative of the Justice Drug Company, of Greensboro. Most of the readers of the Proceedings recognized the error, but we are making the correction here as a matter of record and for the information of those who may not know that Mr. Bundy is traveling for Norwich rather than Justice.

Change in Greensboro Store

The following extract from the *Greensboro Daily News* of September 19 will be of great interest to Tar Heel druggists: "MR. CLARK PORTER, one of Greensboro's veteran druggists, yesterday purchased an interest in the Sykes Drug Company, he and MR. and MRS. R. J. SYKES buying the holdings of MR. A. S. THOMAS, who formerly held half interest. Mr. Porter will be actively associated with Mr. Sykes in the management and operation of the drug store. Mr. Sykes heads the concern as president and manager, while Mrs. Sykes and Mr. Porter are vice-presidents. MR. R. E. SUDDRATH, associated with the store for seven years, will continue as supervisor of the floor and MR. LEWIS FOGLEMAN, in charge of the soda department for the past two years, will continue in that capacity. For 20 years Mr. Sykes has been connected with various Greensboro drug stores and it so happens that he has always been located within a block of his present store. Clark Porter started in the drug store of his father, where his first cousin, Wm. Sydney Porter, known the world over as 'O. Henry,' writer of short stories, learned the profession of pharmacy."

The School of Pharmacy

The University of North Carolina School of Pharmacy began its thirty-first year on September 19 under most favorable auspices. Practically all of last year's students have returned to resume their studies while the large enrollment in the Freshman class for

the degree of Ph.G. and B. S. in Pharmacy is very gratifying. MESSRS. M. S. BURT, of Holly Springs; B. N. AUSTIN, of Leaksville; D. P. CHAMBLEE, of Zebulon, and W. D. WELCH, JR., of Hobbsville, are serving as student assistants in the laboratories.

The senior class has elected the following officers: J. D. HOLSHOUSER, Rockwell, president; M. S. BURT, Holly Springs, vice-president; and J. L. PINNIX, Kernersville, secretary-treasurer. R. J. CURTIS, of McBee, S. C., is serving as Pharmacy Representative on the Student Council.

The Local Branch of the A. Ph. A. with MR. F. W. DAYVAULT, of China Grove, as president, is planning a "Get-Together" meeting for the new men during the first week in November.

Marriages

Announcement has just been made of the marriage on April 26 of MR. MELICK WEST BLADES, of Elizabeth City, and Miss Beulah M. Barto, of West Palm Beach, Florida. Mr. Blades received the Ph.G. degree from the State University in 1924 and last June had the honor of being the first student to whom the degree of B. S. is Pharmacy was given. He is now connected with the Mann Drug Co. in High Point.

Mr. and Mrs. L. F. Brinkley announce the marriage of their daughter, Annie Laurie, to MR. WILLIAM R. McDONALD, JR., on August 31 at the First Presbyterian church at Spartanburg, S. C. Mr. McDonald is originally from Waxhaw and a graduate of the State University. While in college he was unusually popular and served as student asistant in 1923-24, graduating in June of the later year. He is now manager of the Spindale Drug Co., of Spindale, and is also serving as president of the Rutherford County Druggists Association.

Of interest to the many friends of the young couple, is the announcement of the marriage of Miss Elsie Irvin Benson to MR. JAMES LEE THOMPSON, both of Reidsville, at the Methodist church in Martinsville, Va., on September 11. Mr. and Mrs. Thompson graduated in the same class in the Reidsville High School in 1921. Mrs. Thompson then went to State Teachers College in East Radford, Va., while Mr. Thompson entered the State University to study pharmacy. While in college he served as president of the Student Branch of the A. Ph. A. and as pharmacy representative on the University Student Council. Since his graduation in 1925 he has been connected with the Gardner Drug Co. in Reidsville.

Mr. and Mrs. Mark Henry Custer, of Copper Hill, Va., announce the marriage of their daughter, Eva Lorelei, to MR. JOHN ANDREW TRENT at the Moffett Memorial Baptist church in Danville, Va., on the morning of September 17. Mr. Trent is originally from Leaksville and received his education at Mars Hill College and from Page's School of Pharmacy. He is now connected with the Patterson Drug Co., of Winston-Salem. After a motor trip through the Shenandoah Valley and to White Sulphur Springs the young couple are making their home in the Twin City.

Mr. and Mrs. Raeford Bryant Whitley announce the marriage of their daughter, Eloise, to MR. JONES DOUGLAS BAIN, on the evening of October 15 at the Methodist Episcopal Church at Wendell. Mr. Bain attended the University of North Carolina 1922-24 where he received the degree of Ph. G. He received his apprentice training with the Summerton Drug Co. and with the Wendell Drug Co. Since receiving his license to practice pharmacy in 1924, he has been prescriptionist for the Sylva Pharmacy, of Sylva, and after an extended wedding trip Mr. and Mrs. Bain are at home to their friends in the mountain town.

MR. and MRS. A. F. BLUE announce the marriage of their daughter, Mary Shore, to MR. WILLIAM DUPREE LYTCH on the evening of October 29 at the Methodist church, of Laurinburg.

Births

The Journal takes pleasure in congratulating MR. and MRS. JOHN K. CIVIL, of Charlotte, on the arrival of Miss Helen Vare Civil on August 10.

We were very much interested to receive an announcement of the birth of Waits Artemus West, son of MR. and MRS. W.

LATHAM WEST, of Roseboro, on August 10. While MR. W. L. WEST was at the State University studying pharmacy he roomed in the New West building with MR. WAITS ARTEMUS WARD, now proprietor of Ward's Pharmacy, of Swannanoa. The roommates were great friends and when Mr. West was married Mr. Ward was best man at the wedding. Now young West is named for his father's roommate. It would certainly seem that the young man is predestined to be a pharmacist as he is the son of one good druggist and named for another equally as good. Let's see what happens!

MR. and MRS. T. R. BURGISS announce the birth of Miss Patsy Ray Burgiss on September 3. The father of the young lady is the proprietor of the Alleghany Pharmacy at Sparta.

Deaths

DR. R. H. TEMPLE, aged 66, died at his home in Kinston on July 21. Funeral services were held at his home after which the body was buried in Maplewood cemetery. Dr. Temple was well known to the druggists of the state as the proprietor of several drug stores in Kinston, having been licensed to practice pharmacy in 1881. One of his sons, MR. J. O. TEMPLE, is a registered pharmacist and to him, as well as the other members of the family, the JOURNAL extends sincerest sympathy.

The JOURNAL announces with deep regret the death of MR. HERBERT J. BRADY, in charge of the South Atlantic Coast Division of Sharp and Dohme, which occurred in a Charlotte hospital on August 3, following an operation for appendicitis.

MR. WILLIAM GRAHAM THOMAS, SR., one of Raleigh's oldest and best known druggists, died suddenly at the home of his daughter on the evening of October 2. Mr. Thomas was a charter member of the North Carolina Pharmaceutical Association, having been licensed the first year of the Pharmacy Act. For many years he took a prominent part in the work of the organization. He served his apprenticeship with the old and well known firm of Williams and Haywood. Later he moved to Louisburg where he conducted a successful business, returning to Raleigh about 1900 as owner of the Northside Drug Store. On account of ill health he retired from active work about 12 years ago. His son, MR. W. G. THOMAS, JR., is proprietor of Thomas' Drug Store at Varina. The JOURNAL tenders sincere sympathy to the bereaved family.

SIR WILLIAM S. GLYN-JONES, originator of the Proprietary Articles Trade Association idea that developed successfully in England and Canada, died on September 9 at Vancouver, B. C., at the age of fifty-eight. One-time Secretary of the Pharmaceutical Society of Great Britain, member of Parliament, lawyer, author and editor, and during his last years a missionary carrying the gospel of protected prices, he not only distinguished himself as a pharmacist, but lent distinction to pharmacy. He was knighted in 1919 because of his services in the field of drugs.

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The 1928 meeting of the North Carolina Pharmaceutical Association will be held at Morehead City



B. FRANK PAGE

President of the W. H. King Drug Co., of Raleigh, N. C.

EDITORIAL SECTION

J. G. Beard, *Editor* Chapel Hill, N. C.

Ten Cent Merchandise

The National Association of Retail Druggists at the Kansas City convention this year passed two resolutions that appear at first blush to contradict each other. One (No. 25) calls upon manufacturers to put up merchandise in twenty-five cent sizes rather than in ten, while the other (No. 26) asks druggists to push ten cent packages in order to bring back to drug stores trade in certain lines that are now being sold mainly in other stores. The first resolution simply takes cognizance of the greater profit to be derived from the larger packages and directs the attention of manufacturers to the preference of the thousands of retail druggists who compose the National Association of Retail Druggists. The second is a bid for the business in toilet preparations and such goods as Listerine that the chain and department stores are about to monopolize. The resolution ends with a formal request to certain manufacturers to allow independent retailers the opportunity to purchase goods in ten cent sizes that have heretofore been sold only to large buyers.

How much effect these resolutions of the N. A. R. D. will have upon manufacturers remains to be seen. Probably not much. But they do serve to focus the thinking of a great number of retail druggists upon the problem of the ten cent sale. It may be that from this multiplied thinking will develop some plan to combat successfully the inroads that five-and-ten-cent-stores are making into the retail drug business. We hope so anyway.

Lost: Two Gallons

A certain good fellow headed for Greensboro last June to attend the meeting of the Association. Fearing the keen noses of the Gate City Cops he stopped his automobile a few miles out of town and using a signboard advertising Vicks Vapomentha Salve as a marker he buried his likker under some bushes close by thinking to get it again on the return trip. Unhappily, however, he failed to reckon on the vast number of signboards that proclaim the virtues of Vicks, and trial after trial failed to locate the particular sign that marked the burial spot of the Central Carolina corn that lay hiding in the ground. On occasions yet there may be seen by the roadside in Guilford a car that is parked first by one and then another of the big blue boardings that tell the world there are more than 21,000,000 jars used annually. The owner of the car is (or was) the owner of the corn, and he is determined to find the likker if he has to evacuate every foot of farmland in Guilford county.

Show Cards With a Message

Jim Hall, in Wilmington, is not only a clever show card writer but he always puts something on his cards that arrest and hold attention. We never go into his store on Castle Street without looking around eagerly to see what new message he has on his placards. Here is one we like. "You will make no mistake in having us fill your prescription: Neither will we." Every card contains a trade-drawing paragraph; the above is typical.

Conference of Association Secretaries

Largely through the foresight and efforts of Secretary A. L. I. Winne of the Virginia Pharmaceutical Association, there was formed at the St. Louis meeting of the American Pharmaceutical Association an organization that bears the name of "Conference of Pharmaceutical Association Secretaries." The new body has as its purpose the consideration of matters exclusively of secretarial concern. Annual meetings will be held at the same time and place as those selected by the A. Ph. A. Officers for the first year are:

A. L. I. Winne, Richmond,
President

J. C. Culley, Salt Lake City,
J. G. Beard, Chapel Hill,
Vice-Presidents

W. H. Lamont, St. Louis,
Secretary-Treasurer

We believe that this Conference idea has in its potentialities of help to pharmaceutical associations that even the framers did not realize. We are bold to believe that from it will issue results of greater value to organized pharmacy than anything which has happened to state associations in twenty-five years. The Journal wishes for the enterprise the sort of success it is entitled to win.

THE W. H. KING DRUG CO. MOVES INTO NEW HOME

An Old Jobbing Firm Takes Another Forward Step in its Expanding Progress

Pharmacists throughout this section of the South will be glad to learn of the new home now occupied by the W. H. King Drug Co., a wholesale firm, of Raleigh. This firm, established in 1899, has enjoyed a steady and substantial growth that has finally caused the company to build greatly enlarged quarters and to increase the range and the amount of its stock. The new building at 117-119 South Wilmington St., is in style, size and construction adequate to the needs of a rapidly expanding jobbing business. Its completion recently gives point to a brief story covering the history and progress of the W. H. King Drug Co.



This Counter on the First Floor is used by the W. H. King Drug Co. for Serving Customers Calling or Sending for Rush Orders. An Adequate Force of Clerks is Always on Hand to Provide Rapid and Personal Attention to Purchasers.

The W. H. King Drug Company, founded by William Henry King, was incorporated in 1899. After Mr. King's death, which occurred about eight years later, the business was managed by Mr. B. W. Hunter, now in the retail drug business in New Bern. Shortly afterwards the King interests were bought by Mr. John F. Sprague, then General Manager of Sharp and Dohme, of Baltimore. Mr. Sprague was made president of the company. When his health began to fail in 1912, Mr. Sprague searched carefully for a man capable not only of running the business under his direction, but able later to succeed him as head of the firm. He finally chose Mr. B. Frank Page, a graduate of the Class of 1902 from the University of North Carolina, who was at that time holding a responsible position with the Justice Drug Co., of Greensboro, and at the same time conducting Page's School of Pharmacy. Mr. Page served as Secretary and General Manager of the firm. In 1915 Mr. Sprague died, and immediately afterwards Mr. Page became president and general manager of the firm, which office he now holds.

The W. H. King Drug Company began and for a number of years conducted its business at the corner of Martin and Wil-

mington streets in a building containing about 6,000 sq. ft. of floor space. In 1913 the firm moved to 117 East Martin street where 12,000 sq. ft. of space were available. The business continued to grow steadily, the stock to increase, and working and storage space to become more crowded. Finally it was decided that a larger home was essential if the company was to handle adequately the ever-increasing volume of business. Accordingly, the new home on South Wilmington street was built.



A Section of the Proprietary Department of the W. H. King Drug Co. The Conveyor System Shown in the Center Permits of Rapid Assemblage of Orders. Note the Grinnell Sprinkler Pipes Overhead that Cover Every Section of the Building and Reduce Fire Hazards.

The building was planned along careful lines with a view to meeting the special needs of a large wholesale drug house. The structure is 180 ft. long by 50 ft. wide, and is three stories in height, with a basement under its entire length. This, together with a large warehouse, gives the company approximately 50,000 square feet of floor space.

The entire front section of the first floor is devoted to the general offices and the office of the president. Back of the offices is located the City Department, where a number of clerks are on hand to take care of all local business and long distance telephone calls. The Shipping Department occupies the rear section of this floor. Here all out-of-town orders are checked, packed, and loaded on trucks. All extra available space on this floor is utilized for a stock of rapid-selling proprietary medicines.

In one section of the second floor, the company maintains its own laboratory, where a large line of drugs, bought in bulk, are repacked in small containers for the convenience of the trade. Here the company manufactures Page's CRU-MO, a popular salve for croup and colds. The laboratory is in charge of a registered pharmacist.

One of the recent additions to the stock of the company is the Sundry Department, which is located on the second floor. A large show room has been arranged in which is found an attractive assortment of drug sundries such as imported novelties, toilet goods, leather goods, fountain pens,

electrical goods, etc. One entire room is devoted to imported perfumes and cosmetics.

On the third floor is a complete stock of stationery, school supplies, etc. Crude drugs are also kept on this floor. The stock on all floors has been so arranged as to enable the clerks to assemble orders promptly and accurately and by means of the Conveyor System to deliver them to the shipping room.



A Corner of the Display Room of the W. H. King Drug Co., Where Sundries, Perfumes, Novelties, etc., Are Attractively Shown.

The new building is equipped with a sprinkler system, electric elevators, steel shelving, gravity chutes (spiral) and other up-to-date devices for the rapid handling of orders.

The company covers as its territory practically all of eastern North Carolina, with a staff of six traveling salesmen as follows: Messrs. J. W. Coppedge, J. B. Coppedge, R. W. Hunter, R. M. Watts, H. Mitchell and L. B. Powers.

The officers of the company at present are: B. Frank Page, President and General Manager; B. S. Jerman, Treasurer; Miss B. F. Coffin, Secretary; H. E. Craven, Sales Manager; and J. D. Kase, Buyer.

Note. The Editor feels a personal interest in the welfare and progress of the W. H. King Drug Co. because of the loyal support its president, Mr. Page, has always given the JOURNAL. When the JOURNAL was authorized by the Association in 1922 there was no appropriation or available funds of any kind with which to begin publication. The editor was simply told to issue a monthly publication. He went to Raleigh, told Mr. Page his troubles, and confided to him that the JOURNAL would have to secure enough advertising revenue to pay all expenses before the project could be put underway and afterwards enough to keep it going. Mr. Page was not only sympathetic and encouraging, but he spoke a sentence that the editor will never forget. Said he: "Put the W. H. King Drug Co. down for one page of advertising space in the most expensive position you have and run our Ad. as long as you run the JOURNAL." Thus was the first advertisement secured and thus was gained not only needed revenue, but an equally needed faith and courage. This month the JOURNAL, grown stronger now, chronicles a story about the progress and development of its first patron and friend. Naturally it is happy to record this story of the growth of the W. H. King Drug Co.

DISPENSING SECTION

Mattie E. Smith, *Editor* Charlotte, N. C.

Forewords

"Where you find enthusiasm, you may expect to find any task well done. This drug store represents the zenith of enthusiastic effort, based upon its desire to serve and to serve well."

The above appeared as part of a recent advertisement by a drug store, which might be well applied in what we are trying to stress in the need of your support in making the section for prescriptionists of the Carolina Journal of Pharmacy a success.

If genuine enthusiasm for this Section is lacking it will not remain long in existence. If it is, it will grow and can be made very helpful for most of us. It is necessary for free comments and some work for many of us. It will be necessary that all give their hearty support.

We want either short or long papers on any subject that interests prescriptionists. Often one thinks that because he has been doing a certain thing a certain way that it is the only way to do it. However, it may or may not be. What we want is a discussion of the way you do things.

When the unusual prescription comes in, send it in. Comment on it if possible; if not pass it on to us for publication. Perhaps some one else may be able to help find a way of dispensing. If we can make this section a free-for-all round table discussion we shall all be benefitted by our efforts, I feel sure.

Do not wait to be written individually or asked personally to contribute to the Journal. Any time you have anything that you think worth while to publish send it in if it is only one paragraph. It can be used to a good advantage and will be greatly appreciated.—M. S.

There is a story told of a peg-leg fellow who sometimes imbibed the forbidden spirits to excess. On one occasion, pretty well "lit", as he was crossing a bridge on the way home, his peg-leg slipped into a hole in the bridge floor and he, not being in full possession of his faculties, did not notice his predicament, but just kept on going through the motion of walking, going round and round, round and round. He was asked by passers-by where he was going and to each he gave the same answer—"going home." In reality, of course, he was getting nowhere. I very much fear that this is the situation the drug clerks of North Carolina find themselves in just now, and I'm sure that if you will sit down and figure it out for yourself you will agree with me. We are stuck in a little hole, going round and round, expanding a lot of energy and not getting very far.

The problem of how to get the clerks out of that little hole is not one which the officers of your Section nor the officers of the Association can solve by themselves, and yet it is not such a difficult problem after all. If every one of us clerks will realize our individual responsibility in making this Section a go the problem will solve itself. Now this Clerks' Section space in the Journal is our Open Forum, and if you have any ideas or criticisms for the Section you will show your interest by mailing them to Miss Smith. If you have anything up your sleeve that you think would help the rest of us in our every-day work we will appreciate your letting us in on it. If you have a prescription or dispensing difficulty and want some help, just present the same through these columns and see how quickly some of the balance of us will come to your aid, and we shall expect you to do the same

for us. Your spelling, punctuation and paragraphing will not be criticised, so don't stand back on that.—B. H. W.

Dispensing Notes

1. A loose leaf index book containing a list of prices for items dispensed over the counter is found to be of great help in keeping a regular price on articles and also a great time saver. In this way each clerk may charge the same price for articles, it being difficult to keep the prices uniform without a guide.

2. For capsule or pill boxes, cellu-cotton will make a much neater package than cotton; it is also much cheaper. It can be cut into long strips, then into small blocks the size of the box. Keep a supply cut on hand so that it will always be ready for use and save time.

3. Keep on the sink a wide-mouth bottle of soap solution. Prepare the soap solution by putting into a bottle "Lux" or other soap flakes, and add water. Dip bottle brush into this solution to wash utensils. A little ammonia water added to the soap solution as needed aids materially.

4. A 2% solution of hydrochloric acid in alcohol is found to be a very satisfactory agent in removing mercurochrome stain. This solution can be made up and left on counter ready for use at all times. Also, Zonite, Hyclorite, Labarraque's solution or Javelle water can be used.

5. A very satisfactory method of keeping the prescription counter presentable, and yet having glycerin and castor oil handy, is to use a tin lid to set the bottle in. The glycerin lid may be washed occasionally with water and the castor oil with denatured alcohol. In this manner a small bottle can be used and any quantity can be poured without any trouble. The labels can be kept on these bottles by applying a coat of paraffin with a camel's hair brush. Other bottles on which the labels become soiled quickly may be treated the same way. The paraffin may be applied hot or by means of dissolving it in gasoline, chloroform or such solvent.

6. For distilled water, use a stopper with two holes. Put a syphon through one hole and a short glass tube in the other. Place in the latter tube a pledget of cotton, packed very lightly. The cotton acts as a strainer, not allowing any dust particles to get into the container. Use a mohr pinch cock on the syphon, and have a glass outlet for the tube. Lime water and denatured alcohol bottles may also be arranged in the same manner, making them more easily handled.

7. A very satisfactory method of handling glycerite of boro-glycerine is to keep it in an asepto syringe with a long tip (No. 2082 Becton-Dickinson and Company) of 2 oz. capacity. Cut a little off of the tip of the syringe so that it will flow freely. When not using the syringe it may be stood in a wide-mouth bottle, having the tip of the syringe in a cork so that none of the glycerite may seep out. It also protects the tip. Several strips of adhesive plaster may be fastened on the syringe lengthwise so that it may not be broken by falling against its side.

8. For mixing powders containing magnesia or bismuth, use a wire flour sifter, with a removable agitator (so that it may be cleaned easily). Run the powder through three or four times. The powder will be mixed well and there will not be the lumpiness that occurs in rubbing in a mortar, and it will be mixed better than with a spatula.

9. A handy sieve can be made by removing the top and the bottom from a round pint ice cream carton. Cut a piece of silk bolting cloth of suitable size and replace the top, inserting piece of silk bolting cloth in place of disc. The powder may then be rubbed through with the butt end of a spatula, care being taken not to use too much force or pressure. The silk bolting cloth can be obtained from Eastman Kodak Co.

OWENS

Use the new style citrates



Citrate bottles with screw cap and crown finishes are what druggists today are using. They offer several advantages over the old style. The cost is less and thus your margin of profit is greater. The appearance is much more pleasing to the customer—neat, simple, attractive. If brought back for refilling they are easier to clean and a new cap can be used—a service the customer appreciates. To both druggist and customer the screw cap and crown finish citrates offer more advantages—use them exclusively. The Owens Bottle Company—Toledo.

BOTTLES

Wishing You

A

Merry Christmas

and A

Happy New Year



THE BODEKER DRUG COMPANY

IMPORTERS AND WHOLESALE DRUGGISTS

RICHMOND, VA.

HOUBIGANT

PARIS

DE LUXE DOUBLE COMPACT

A volume-getter. Since its recent introduction dealers everywhere have made record turnovers!

Nationally advertised, popularly priced, unsurpassed beauty.

Appropriate for the small gift. Order your supply now.



No. 1000—Retails $2.50; Refills 50c each



An exquisite gift package. Contains the perfume, toilet water, sachet face powder, lipstick and soap. Made up in two Houbigant leaders,

Quelques Fleurs	$13.50
Le Parfum Ideal	12.75

All essential to the correct toilette. Quality—typical of Houbigant preparations.

ORDER THROUGH

The BODEKER DRUG COMPANY

Richmond, Va.

AUTHORIZED HOUBIGANT DISTRIBUTORS

Some Of These Merchants You Know and Some Of Them You Do Not Know

But all of them have either had "Better Built" Fixtures installed in their stores during the past six months, or will have new fixtures installed within six weeks by this company.

Larrabee Drug Co., Martinsville, Va.
Youngbloods Drug Store, Maiden, N. C.
Paragon Pharmacy, Orangeburg, S. C.
Duke University's Refreshment Department, Durham, N. C.
Foisters Inc., Chapel Hill, N. C.
Owl Sandwiche Shoppe, Chapel Hill, N. C.
Phillips Drug Store, Rock Hill, S. C.
Sedgefields Inc., Greensboro, N. C.
Peoples Drug Store, Lexington, N. C.
Surber Drug Co., Clifton Forge, Va.
Cramerton Drug Co., Cramerton, N. C.
Pearl Drug Co., Concord, N. C.
The Chocolate Shoppe, Florence, S. C.
Durham Book & Stationery Co., Durham, N. C.
Bishop Soda & Sandwiche Shoppe, Greensboro, N. C.
Eureka Drug Co., Greensboro, N. C.
Denton Drug Co., Denton, N. C.
Converse Pharmacy, Spartanburg, S. C.
Dixie Drug Co., Durham, N. C.
M. E. Joyner, Wake Forest, N. C.
Alleghany Pharmacy, Sparta, N. C.
Heritage & Wilson, Burlington, N. C.
Marshall Pharmacy, Marshall, N. C.
Hunters Pharmacy, Hendersonville, N. C.
Black Mountain Drug Co., Black Mountain, N. C.
Hoffman Pharmacy, High Point, N. C.
Little Pep-Sandwiche Shoppe, Charlotte, N. C.
Hickory Drug Co., Hickory, N. C.
Wimberley Drug Co., Henderson, N. C.
Arnold Cigar Store, Raleigh, N. C.
Crabtree Pharmacy, Durham, N. C.
Clifton & Perkins, Danville, Va.
Builders Building Soda Shoppe, Charlotte, N. C.
High Point Candy Co., High Point, N. C.
Carolina Smoke Shoppe, Chapel Hill, N. C.
Gayden Brothers, Columbia, S. C.
A. Roy Moore, Wilson, N. C.
Peacock Drug Co., Benson, N. C.
E. W. Smith Drug Co., Pilot Mountain, N. C.
Kannapolis Drug Co., Kannapolis, N. C.
Humphrey's Pharmacy, Lewiston, N. C.
W. A. Hayes Drug Store, Hillsboro, N. C.

(We have only mentioned those stores using drug or soda fixtures that we have served)

Morrison "Better Built" Fixtures have set the Standard for Quality—Why take chance when you can know just what you will get when you buy from us—
Let us submit an estimate on your requirements.

MORRISON MANUFACTURING COMPANY

STATESVILLE, N. C.

BANK OFFICE STORE FIXTURES

LEGAL SECTION

Frederick O. Bowman, LL.B., *Editor* Chapel Hill, N. C.

Drug Store Registration Law

The Board of Pharmacy shall require and provide for the annual registration of every drug store and pharmacy doing business in this State; the proprietor of every drug store and pharmacy opening for business after the taking effect of this act shall apply to the board of pharmacy for registration, and it shall be unlawful for any drug store or pharmacy to do business until so registered; the fee for such registration, whether original or annual, shall be one dollar, and upon payment thereof the board of pharmacy shall issue permit to applicant entitled to receive same. All permits issued under this section shall expire on December 31 of each year.

The terms "drug store" and "pharmacy" as used herein shall mean any store or other place in which drugs, medicines, chemicals, poisons, or prescriptions, are compounded, dispensed, or sold at retail, or which used the titled "drug store", "pharmacy", or "apothecary", or any combination of such titles, or any title or description of like import. Provided, that nothing in this section shall apply to the sale of domestic remedies, patent and proprietary preparations, and insecticides as set out and provided for in paragraph two of section six thousand six hundred and sixty-seven of the Consolidated Statutes. (Effective Jan. 1, 1928). S. S. 6667 (a); Chapt. 28, P. L. 1927.

The new pharmacy law, the complete text of which appears above, provides that the proprietor of every drug store and pharmacy now doing business in this State shall register with the Board of Pharmacy and obtain a permit to conduct his store on or before January 1, 1928. It provides, also, that the proprietor of every drug store or pharmacy opening after January 1, next year, prior to beginning business, shall likewise register his store with the Board and obtain the permit required. Further, the new law defines the terms "drug store" and "pharmacy" so as to bring within its scope not only stores in which drugs, medicines, poisons, or prescriptions, are compounded, dispensed and sold, but also, all stores which use drug store denominations of any kind, regardless of the nature of the merchandise sold. The fee for registration is one dollar and annual registration is required by the act, all permits expiring on December 31 of each year. A violation of the act is a common law misdemeanor because no penalty is prescribed, which places it in the jurisdiction of the Superior Court, or in a Recorder's Court which has concurrent jurisdiction with the Superior Court.

Charged with the duty of requiring and providing for the registration of all the drug stores and pharmacies in the State, the Board will in due time mail out notices of registration and furnish the proprietors of all such stores with application blanks to be used in making applications for the permits. Just what information the applicant will be required to disclose in the application the writer is unable to say at this time. However,

it is entirely reasonable to assume that a proprietor making application for the registration of his store will be required to furnish the Secretary of the Board, at least, the name of his store, the name of the manager thereof, if other than the applicant, and the names of all licensed pharmacists and licensed assistants employed therein, perhaps, with information as to whether individually owned, a partnership, or a corporation. For, without this information one can hardly see how the provisions of the law could become operative. Furthermore, in the opinion of the writer it is reasonable to assume that either the proprietor or manager of every registered drug store will be required to notify the Secretary of the Board whenever any change is made in the licensed help employed. Such a requirement appears to be entirely reasonable and to come clearly within the power possessed by the Board to "adopt necessary rules, regulations, and by-laws for the regulation of its proceedings and for the discharge of its duties". By promulgating and enforcing this ruling the Secretary of the Board will be enabled to keep an accurate roster of all the pharmacists of the State and will know where each is employed, thereby making the enforcement of all the provisions of the pharmacy law less difficult.

The definition of the terms "drug store" and "pharmacy" is comprehensive, and will bring within the operation of the provision requiring registration many places of business that could not be reached otherwise. In fact, we know of no State that has succeeded in securing the passage of a statute along this line more inclusive that the provisions of our own law. There can be but little doubt that many stores now using drug store denominations will be forced either to abandon the use of such terms or else will be compelled to employ a licensed pharmacist, far from profitable in most instances, in order to be able to meet the requirements of the statute. The law is specific in providing that every store using the drug store and other like signs must register with the Board as such, and equally specific in providing that no store may be registered unless a licensed pharmacist is employed therein and in charge of the store.

While a large majority of the drug store proprietors of the State are in full accord with the provisions of the new law, at the same time there are to be found a small number who are not in sympathy with it, who will no doubt undertake to kick out of harness when it is put in operation. Therefore, those proprietors who are really desirous of seeing the new law rigidly enforced may aid the Board materially by themselves promptly complying with its requirements. By so doing more time will be left and may be given in checking up on the delinquents and getting them in line.

The writer sends out to every drug store proprietor and manager in North Carolina the strongest appeal he knows how to make for his co-operation with the Board in putting the new law in operation to the end that the greatest benefits will result not only to the public but at the same time to the profession of pharmacy.

Reduction in Tax for Retailing of Narcotics Sought

During the hearings given the first ten days of last month by the Ways and Means Committee of the National House of Representatives on the revision of the revenue law for the purpose of bringing about tax reduction, the Washington representative of the National Association of Retail Druggists again urged the reduction of the registration tax on retailers of narcotic drugs from $6.00 to $1.00 per annum. It was pointed out that the N. A. R. D. had requested a reduction in the retailers' tax on narcotics at the last session of Congress, but owing to the fact that the suggestion was made too late, according to the committee, it being feared that any change at that time might jeopardize the passage of the bill, the proposal was rejected. It was also pointed out that as Congress had reduced the tax on physicians from $3.00 to $1.00 a year, it should also reduce the tax on retailers, because retailers invest their money in such drugs. Retail druggists not only invest their money in such a business, but under the regulations for the enforcement of the Harrison Act are required to keep exacting records and comply with label requirements which in themselves constitute

a tax on time and labor in the average drug store.

The suggestion coming from Washington that retail druggists and State and local pharmaceutical associations renew their insistance upon a reduction in this tax should be carried out immediately, inasmuch as Congress is to convene early this month. The writer has directed letters on behalf of the State Association to Hon. William R. Green, Chairman of the House Ways and Means Committee and to every North Carolina Congressman urging them to use their influence in bringing about the reduction of this particular tax. It is hoped that members of the Asociation will do likewise as soon as it may be done.

Federal Caustic Acid Rules

Representatives of the N. A. R. D. recently addressed a supplemental letter to the Director of Regulatory Work, Department of Agriculture, suggesting changes in the proposed regulations for the enforcement of the Federal Caustic Acid Law. One of the proposed regulations requires retail druggists to place directions for treatment in case of accidental personal injury on the containers of dangerous caustic corrosive substances not for household use. It was contended that Congress did not intend that such substances when not for household use should be thus labeled and therefore did not require labeling by manufacturers and wholesalers. If it were not necessary for them to place directions for treatment in case of accidental injury on the containers of such substances, it followed that it was not necessary for retailers to do this. Moreover, such a regulation would violate the provision of the law exempting retailers from liability for misbranding where they furnish a guaranty from the wholesaler or manufacturer that the package is labeled as the law requires.

Price Maintenance Set Back in Canada

The Proprietary Articles Trade Association was declared illegal on the 28th of October, under the Canadian Combines Act because against the public interest. It will be remembered that price maintenance was put in operation throughout the Dominion of Canada in August 1926, by the late Sir William Glyn-Jones who formed the P. A. T. A. The organization, when formed, represented some six hundred articles owned by more than one hundred and fifty manufacturers of Canada and the United States, and included in its membership a majority of the wholesale and retail druggists of the Dominion.

When perfecting the organization the Proprietary manufacturers expected to be charged with violation of the Combines Act, even though the laws of Canada are much more liberal in this regard than those of the United States. As was anticipated, within a few weeks after the price schedule had gone into effect, the activities of the P. A. T. A. were reported by the Registrar of the Combines Investigation Act who declared the organization to be a "Combine" aginst the interest of the public and unlawful. Despite the vigorous fight waged during the past year, however, in defending the legality of the organization, the courts have finally confirmed the opinion of the Registrar.

Big Drug Merger Proposed

Under date of November 7, the Associated Press sent out an article from its New York office, carried in some of our state papers, in which it was stated that negotiations were under way for the formation of the United-Sterling Company to combine the United Drug Company and Sterling Products, Inc., and that if the merger were approved the United Drug Company would take over merchandising and sales, while the Sterling Products will handle the manufacturing and distributing for both concerns.

The United Drug Company owns outstanding stock in the Louis K. Liggett Company and operates one of the largest chains of drug stores in the world. It is also one of our largest drug and drug sundry manufacturers serving about ten thousand Rexall stores throughout the United States. On the other hand, the Sterling Products, Inc., owns and markets many of the biggest selling proprietary medicines now distributed. The merger, therefore, if perfected, will bring together two of the larger and most aggressive drug concerns in the field today.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Around North Carolina

JOHN K. CIVIL, *Reporter*

MR. E. F. RIMMER, of Charlotte, has taken over the agency of the American Druggists Fire Insurance Co., succeeding MR. O. L. JOHNSON. Mr. Rimmer will continue the operation of his two drug stores in Charlotte, devoting half of his time to the insurance agency.

MR. COIT DILLING is now with the Morrow Drug Store in Gastonia, having resigned the position he has held for the past five years with the Loray Drug Store in the same town.

MR. P. G. CALDWELL has purchased the Morrow Drug Co. in Gastonia and has taken over the active management of the pharmacy.

We take pleasure in announcing the birth on Sept. 25 of Charles Clifford Campbell, son of MR. and MRS. H. T. CAMPBELL, of Maiden.

MR. J. V. THOMPSON has moved his store in Hendersonville from Fifth Avenue to Main Street. The business is operated under the name of the Thompson Pharmacy and has an up-to-date stock and very attractive fixtures.

Fire completely destroyed the stock of the Pee Dee Pharmacy in Wadesboro the latter part of October. The proprietor, MR. J. S. WEBB, is making preparations to re-open at once.

MR. S. M. PURCELL, of Salisbury, has sold stock in his pharmacy to other parties who are operating a cut-rate store.

The many friends of MR. R. S. FINLEY, of Asheville, will be glad to learn he is back at work after an illness of several weeks.

MR. WILLIAM A. JONES of the Horton-Jones Drug Co., of Monroe, was married on October 30 to Miss Caroline Coble.

MR. C. A. WALKER, who recently sold his drug store in Asheville to MR. R. G. SCRUGGS, is devoting his entire time to putting his headache powder on the market.

General News Items

MR. L. D. RICE, formerly with the Kyser Drug Co. in Rocky Mount, is now connected with the Gastonia Drug Co. in Gastonia. He has been succeeded at Rocky Mount by MR. BUDDIE COLLINS.

MR. J. L. BAKER, of Nashville, has accepted a position with Winders Pharmacy in Fremont.

MR. A. P. WESTBROOK has resigned as prescriptionist for the Horsley Drug Co. in Bessemer City and has moved to Raleigh where he is located with Eckerd's Cut Rate Drug Store.

On October 15 MR. W. P. PHILLIPS, of Morehead City, became the prescriptionist for Carter's Pharmacy at Aberdeen.

MR. SYLVESTER BIGGS, of Rockingham, is now connected with the Arrow Drug Co., of Fayetteville.

MR. J. E. SPARKS, of Robersonville, is making his home in Hertford, where he is pharmacist for Anderson and Jessup, Druggists.

We understand that MR. P. J. MELVIN has severed his connection with the Hamilton Drug Co., of Fayetteville, and returned to his old home in Roseboro, where he will open a drug store under the name of Melvin's Pharmacy. The JOURNAL is wishing for Mr. Melvin every success in his new business venture. He has been succeeded in Fayetteville by MR. H. S. SEDBERRY, who is well known to the druggists of North Carolina. Mr. Sedberry has been out of the drug business for some time and his many friends are welcoming him back into the profession.

The Sampson Drug Co. has been moved from Roseboro to Salemburg. MR. J. W. FOX is the proprietor of the firm.

MR. J. L. COBB has resigned his position with the Andrews Drug Co. in Goldsboro and has gone to Wilmington where he is located with White's Pharmacy.

MR. A. S. JOHNSTON has returned to his home in Smithfield after practicing his profession for several months in Princeton, and has accepted a position with the Creech Drug Co.

A new pharmacy has been opened in Hamlet under the name of Mrs. Sowell's Pharmacy. MR. SAM SOWELL is manager and prescriptionist of the store.

New "Green" soda fountains have been installed recently in the Lyon Drug Co., of Oxford; the Boon-Iseley Drug Co., of Raleigh; and the Polk Gray Drug Co., of Statesville.

The Five Points Drug Co., of Charlotte, has been incorporated for retail and wholesale drug business. The authorized capital stock is $25,000 with $4,000 subscribed by MR. T. W. KENDRICK, MRS. BERTHA L. KENDRICK, MR. J. C. CARDELL and others, all of Charlotte.

The JOURNAL staff recently had the pleasure of visits from MR. W. F. BRADBURN, of Hendersonville; representative of Messrs. E. R. Squibb and Sons; MR. and MRS. PAUL WEBB, of Shelby, and MR. and MRS. KELLY E. BENNETT, of Bryson City. The Webbs and Bennetts came by after attending the Carolina District meeting of Kiwanians, while Mr. Bradburn dropped in for the visit he said "he had long been promising himself." We are always glad to see our friends and hope that when they are in the neighborhood they will always make it a point to come to Pharmacy Hall.

The Cecil Pharmacy, of High Point and the Fitchett Drug Co., of Dunn, were recently damaged by fire. We understand the proprietors have already repaired the buildings and are open for business.

In the November number of the JOURNAL it was stated that MR. C. M. JENKINS is with the Old Fort Drug Co. in Old Fort. This was an error. Mr. Jenkins is prescriptionist for the Bradley Drug Co., in Old Fort.

Robbers gained entrance to the drug store of the A. W. Moose Co., of Mount Pleasant, by breaking the lock on the rear door recently. Among the goods taken were razors, razor blades, fountain pens, candy, cigars, cigarettes and a quantity of other goods the value of which has not been determined. A reward has been offered by the proprietor for the arrest of the guilty parties. The robbery marks the second time within the past few months that the pharmacy has been entered.

MR. R. R. COPELAND has been making extensive improvements in the Copeland Drug Co., in Ahoskie which add considerably to the attractive appearance of the pharmacy. In addition to the alterations a new Frigidaire fountain has been put in.

MR. J. A. GOODE, popular druggist of Asheville, has accepted membership on the Buncombe County Board of Education.

We understand that MR. K. BARROW, manager of the Salem Pharmacy in Winston-Salem, has opened a second store in the Twin City under the name of the Arcadia Drug Co. The new pharmacy is on the corner of Arcadia Ave. and Holly Road and is modern in every detail.

Winstead's Pharmacy, of Nashville, has been incorporated for general drug store business. The authorized capital stock is 100 shares of N. P. V., with subscribed capital 25 shares N. P. V. by DR. JOHN A. WINSTEAD, MRS. HESTER A WINSTEAD, and MRS. DAISY T. WINSTEAD, all of Nashville. We understand this pharmacy succeeds the R. C. Calton Drug Co. MR. R. L. HAMILTON is in charge of the prescription department.

A building permit for $10,000 was recently issued to the Eckerd Drug Store, of Asheville, by the city building inspector, on approval by the commission, for a new front for the building the pharmacy is soon to occupy at 31 Patton Avenue.

MR. J. A. BLAND, North Carolina druggist, has moved to Miami, Fla., where he is connected with the Lo-Zema Laboratories.

He writes that he is living at the Carr Apartment No. 22, 986 N. W. Fourth St. North Carolina friends will regret that his work takes him so far from this state, but they are wishing for him every success in his new undertaking.

MR. R. C. CALTON, of Nashville, is now living in Durham, where he is connected for the present with McKay's Pharmacy.

Druggist Leaves N. C.

The many friends of MR. G. M. ATWATER will be interested to learn that he has moved to Norfolk, Va., and has opened a drug store of his own under the name of Atwater's Pharmacy. It is located at 406 Princess Anne Road and is known as "The Prescription Store." Mr. Atwater is well know to North Carolina pharmacists as he attended the University School of Pharmacy for two years and has practiced his profession in various North Carolina towns, principally in the eastern part of the state. He was licensed as a pharmacist in 1912 and joined the State Association the same year. We regret that his new business takes him away from North Carolina, but we are glad that he is at least "just over the border," and hope that he will make frequent visits to his Tar Heel friends. We are counting too on his being with us at the Morehead meeting next June.

The A. D. F. I. Building New Home

After many years of consideration and deliberate study, the final plans for the Home Office Building of the American Druggists's Fire Insurance Co., at Cincinnati have been approved by its Building Committe, officers, and executive committee, acting under instruction of the Board of Directors. Contracts are now being signed for the building to be completed in October of 1928. The building will be known as the "American Building" and will be the most modern steel construction with variegated Bedford stone facing. It will be located on Central Parkway at the northwest corner of Walnut street in the very center of the new progressive Cincinnati, the Central Parkway being a new 150 ft. wide thoroughfare leading to and



connecting practically all the important sections and suburbs of the city. The structure will be of modern American Romanesque design.

Board of Pharmacy Meets

The North Carolina Board of Pharmacy met in Pharmacy Hall at Chapel Hill on November 22 to examine candidates to practice pharmacy, with all members of the Board present. The following successfully stood the examinations and received their licenses as pharmacists:

J. P. Barbour, Liberty; C. B. Britt, Chadbourn; K. V. Franklin, Raleigh; B. F. King, Hickory; G. P. Johnson, Wallace; A. B. McLeod, Raleigh; H. P. Moore, Rockingham; W. M. Matthews, Wilson; L. B. Taylor, Jackson; I. E. Smith, Goldsboro; J. J. White, Henderson.

Colored

Nettie M. Thompson, Snow Hill; E. A. Witherspoon, Raleigh.

A Hearty Welcome

It is with genuine pleasure that the JOURNAL welcomes the following new members into the North Carolina Pharmaceutical Association: Messrs. R. K. Brakebill, Sylva; W. H. Bingham, Concord; Robt. Bonner, Lenoir; E. L. Bradshaw, Greenville; N. Brown, Asheville; R. B. Bryan, Asheville; H. E. Davis, Andrews; J. G. Davis, Raleigh; G. W. Dill, Jr., Morehead City; D. W. Foster, West Asheville; J. C. Foster, West Asheville; W. E. Hardee, Durham; L. S. Harrison, Weldon; J. B. Haymore, Greenville; C. V. Kimball, Raleigh; J. C. Jackson, Erwin; Dolan Jones, Monroe; H. W. Layden, Charlotte; J. E. Lytch, Lumberton; A. H. McDonald, West Durham; R. H. McGee, Clayton; M. McKay, West Durham; T. J. Moore, Wilson; T. L. Mullen, Charlotte; S. G. Nelson, Tarboro; A. Neville, Jr., Spring Hope; L. S. Saunders, Wilmington; J. S. Selden, Raleigh; E. G. Sinclair, Raleigh; L. B. Simpson, Charlotte; A. R. Summerlin, Laurinburg; C. A. Taylor, Charlotte; G. S. Templeton, Mooresville; J. G. Tolson, Biscoe; O. J. Mooneyham, Henrietta; D. M. Austin, Maxton; H. P. Moore, Rockingham; W. M. Musgrove, Catawba; L. B. Taylor, Jackson; W. M. Taylor, Winston-Salem; and C. B. White, Henderson.

Druggist for Congress

A Dunn correspondent in the News and Observer states that it appears highly probable that MR. GEORGE K. GRANTHAM, popular druggist of Dunn, will be a candidate in the next primary for the House of Representatives from the sixth Congressional district against the incumbent Homer L. Lyon. Mr. Grantham has not yet announced his candidacy, but it is understood that he is seriously considering the matter and many of the political leaders in the district are urging him to make the race. Mr. Grantham is one of the most popular and capable men in North Carolina and the JOURNAL would like very much for him to enter the race. We are confident that he would be elected by an overwhelming majority.

Clearing Matters Up

During the summer announcement was made in the JOURNAL of the sale of Bradham Drug Co. We should have stated that Mr. Bradham was disposing only of the retail stock and fixtures as well as leasing the building occupied by the Bradham Drug Co. The company is still in business but is devoting its entire attention to the manufacture of Anyways Croup Syrup, Pine Ivy Compound, and Koladine. Very soon MR. C. D. BRADHAM will introduce to the trade his new soft drink, Al-Cola, which is claimed to be a most refreshing and delightful soda fountain beverage.

Wiggins Incorporates

The Wiggins Drug Stores have been incorporated to engage in general drug store business, with authorized capital stock 1,000 shares preferred stock and 1,000 N. P. V. 470 shares of preferred stock and 470 shares common have been subscribed by MESSRS. W. W. WIGGINS, D. L. JORDAN and R. E. LANGDON, all of Raleigh. Mr. Wiggins has opened an office in the Dixie building where he will direct the affairs of his many drug stores. He is the owner of pharmacies in Coats, Vass, St. Pauls, Buies Creek, Fairmont, Wake Forest, Whiteville, and Raleigh.

Lost!

Letters addressed to the following druggists have been returned unclaimed. We shall appreciate any information furnished us in regard to the new addresses of these men: MESSRS. D. E. POWELL, of Asheville; R. H. CURTIS and E. DEAL, of Raleigh; T. W. GRIMES and J. B. HAYMORE, of Greenville; and F. L. FURR, of Asheville.

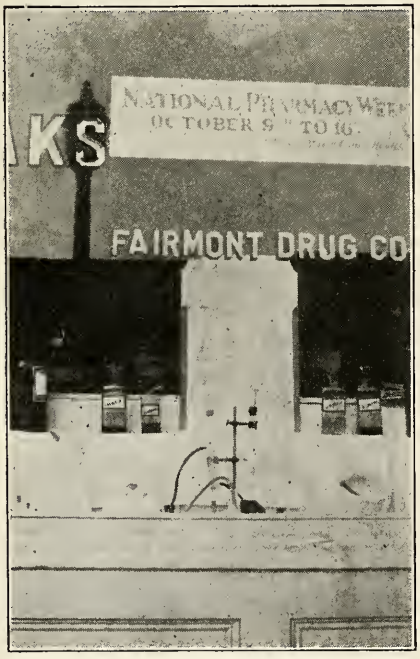
Drug Thieves Abroad

Police are seeking to apprehend a group of suspected dope addicts who have been staging a series of thefts in Greensboro.

Three drug stores and a doctor's office were broken into in one evening, and two other doctor's offices had been previously entered. In each case only small quantities of dope were taken. The police have been unable to find any fingerprints. The Grissom Drug Store, the Greene St. Pharmacy and the Revolution Pharmacy were the firms entered by the robbers.

Pharmacy Week

We have been particularly interested in clippings that have been sent us from all over the state in regard to the observance of Pharmacy Week. The *Times* of Wilson carried a most instructive editorial calling the attention of its readers to the importance of good drug stores and to the services druggists render to the community. The window displays in nearly every drug store emphasized the professional side of



pharmacy. We are reproducing a photograph showing one of the windows of the Fairmont Drug Co., of Fairmont, owned by MESSRS. PAUL THOMPSON and W. R. TAYLOR.

Greensboro Store Wins Prize

Announcement has just been made that the Stratford-Weatherly Drug Co., of Greensboro, has won first place in the window display contest recently staged by the Nunnally Co., candy manufacturers of Atlanta. Drug stores through the south which sell Nunnally's candy competed for a prize the first week in November for the best window display of the latest Nunnally product. A few days ago MESSRS. PARKE C. STRATFORD and EARL WEATHERLY, proprietors of the Greensboro store, were informed that they had won the first prize of $50.

Weddings

Announcement has just been made by Mr. and Mrs. J. N. Young, of Mountain City, Tenn., of the marriage of their daughter, Mary Adelaide, to MR. FRED HOPKINS HODGES on August 18. Mr. Hodges is the proprietor of Hodges Pharmacy in Boone and the young couple are making their home in the mountain town. As a student in the State University Mr. Hodges was very popular with a wide circle of friends. Since his graduation in 1925 he has worked successively with the Smoak Drug Co., of Winston-Salem; the Hart Drug Co. and Randall's Pharmacy, both of High Point; and Ballew's Cash Pharmacy of Lenoir. He became the proprietor of his store in Boone about Aug. 1, 1926.

On October 11 Miss Willie Lenora Blake, daughter of Mr. and Mrs. Wm. H. Blake, of Wilmington, became the bride of MR. ERNEST FLETCHER ROBINSON, formerly of Wilmington but now of Winston-Salem. MR. G. L. SEWELL, who was the room-mate and close friend of Mr. Robinson while they studied pharmacy at the State University, acted as best man. After a motor trip through the Shenandoah Valley and to Washington and Baltimore, Mr. and Mrs. Robinson are living in Winston-Salem where the former is prescriptionist for the Camel Drug Co.

Mrs. Eva Magette Smith announces the marriage of her daughter, Marjorie Magette to MR. THOMAS JOHN MOORE at Wil-

son on October 24. Mr. Moore graduated from the University School of Pharmacy in 1926 and since that time has been practicing his profession in Wilson. He is now one of the proprietors of the People's Drug Store in that town, which was opened by MESSRS. T. J. and A. R. MOORE early this fall.

A wedding which was a great surprise to the many friends of the young couple was that of Miss Thelma Lowther, of Waycross, Ga., and MR. CARL BARDEN BRITT, of Fairmont, at the home of the bride's sister, Mrs. W. O. Hiatt, in Savannah, Ga., on November 2. The wedding had been originally planned for the first of the year, but while Mr. Hiatt was in Savannah early in November it was decided to change the date.

Miss Blanche Katherine Lewis, of Raleigh, and MR. WILLIAM LEWIS JOHNSON, of High Point, were married at the home of the bride's mother, Mrs. Frank B. Lewis, on the morning of November 1. After the ceremony the couple left for Washington and other eastern cities. They are now at home to their friends at 311 E. Edenton Street, Raleigh. Mr. Johnson is the son of Mr. and Mrs. W. J. Johnson, of High Point, and has been practicing his profession in Raleigh for a number of years. He graduated from the State University in 1924, joining the State Association the same year. He is now connected with the Sir Walter Drug Store in the Capital City.

Mr. and Mrs. L. G. Williams, of Oxford, announce the approaching marriage of their daughter, Mary Louise, to MR. ABEL PAUL CARSWELL, the wedding to take place in December. Mr. Carswell graduated from the University School of Pharmacy in 1926 and passed the State Board in June of that year. He immediately affiliated with the State Association. He is the son of Mr. and Mrs. A. H. Carswell, of Winston-Salem, and is associated with his father in the Carswell Drug Co. in the Twin City.

Deaths

Friends throughout the state will learn with real sorrow of the death of MR. BEN H. THOMAS, prominent Durham druggist, which occurred at his home on November 5. Mr. Thomas was born at S. Lowell, in Orange county in 1875. He moved to Durham in 1893 and since that time had been engaged in the drug business, either as a clerk or a proprietor. He left his drug store the night before his death apparently in good health, although friends believe he had never entirely recovered from an automobile accident during the summer. He was stricken with neuralgia of the heart early in the morning and died three hours later. To his bereaved wife, his daughter, and his brother, the JOURNAL extends sincerest sympathy.

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The 1928 meeting of the North Carolina Pharmaceutical Association will be held at Morehead City



COMMODORE THOMAS COUNCIL, of Durham
Retail Pharmacist and Proprietary Manufacturer

Commodore Thomas Council

Born October 31, 1886, in Chatham County, North Carolina. His father was John Lemuel Council, and his mother, before her marriage, was Miss Glendora Burgess. Mr. Council attended Trinity Park School, at Durham, and graduated from there in June, 1903. He was a student in the School of Pharmacy at the University of North Carolina in 1905-06 having previously obtained his apprentice training as a drug clerk under Mr. Germain Bernard, in Durham. He was licensed as a registered pharmacist in North Carolina in June, 1906 and has practiced his profession in Durham continuously since that time.

Mr. Council organized the Five Points Drug Co. in 1907 and is still its active manager. He also organized and is the manager of the B. C. Remedy Co. (The company was started in 1914.) The latter concern manufactures and markets the product known as B. C. Headache Remedy, and so active and effective has been the directing force behind the preparation that "B. C." is now enjoying a very large and rapid growing sale all over the country. Recently the plant was moved into new and large quarters on Morris Street.

Mr. Council was married on March 23, 1909, to Miss Frances Elizabeth Durham, of Chapel Hill. Mr. and Mrs. Council have two children, Frances and Commodore Thomas, Jr. The family residence is at 1001 Gloria Avenue.

Mr. Council joined the N. C. P. A. in 1915. He is a regular attendant at the annual meetings and has held responsible posts in the organization. Other organizations in which he holds membership include the Knights of Pythias, Kiwanis Club, the Chamber of Commerce, Merchants Association, and the Hope Valley Country Club. He usually votes the democratic ticket.

Mr. Council genuinely dislikes personal publicity and his natural modesty makes him shun any situation or condition that turns the spotlight upon him. Realizing that he prefers us not to eulogize him in any manner, we are refraining from any expressions other than a few simple statements concerning his life up to the present.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Have You Registered?

Effective January 1, 1927, it becomes legally necessary for every drug store owner in North Carolina to register his or her store with the State Board of Pharmacy. No store may be operated without the permit that registration provides, and failure to possess such a permit is *prima facie* evidence that the store is being operated illegally. To be in accordance with law, therefore, it is necessary that the application blanks sent by the Board to each proprietor be filled out and returned to Secretary Hancock by January first. The process of registration is simple and easy and the fee required, one dollar, is small. The purpose of the plan is good and we bespeak for it the immediate co-operation of every pharmacist in North Carolina.

Druggists not familiar with the intent of the new bill may be inclined to grumble over an added technicality in the administration of a retail pharmacy. In their ignorance they might criticise the Association and the Board for sponsoring another restriction and increasing the tax burden of an already over-taxed group. A brief study, however, will show that the benefits to pharmacists from the operation of the new law will far more than compensate for the slight trouble and expense incident to compliance with it.

In the first place the Registration Law transfers the burden of proof from the Board of Pharmacy to the individual store owner. Instead of the Board having to convince a local and often prejudiced grand jury or solicitor that a given drug store is being conducted illegally (i.e., without a licensed pharmacist, etc., etc.), the store in question must prove to the Board that it *is* being run in accordance with the Pharmacy Act. Lacking such proof the Board would refuse to register the store, and a failure of the store to have a current permit displayed would be *ipso facto* evidence that the Pharmacy Act was being violated. The local officers in such case would have no option but to recognize a common law misdemeanor and to enforce the law that covers the case. Almost automatically, therefore, the new plan will prevent drug stores from violating such sections of the Pharmacy Act as, for example, operating without a registered man in charge.

In the second place, the Registration Law very pointedly prevents stores from using the words "drugs," "pharmacy," or "drug store" in their titles unless they can comply with the provisions of the Pharmacy Act and unless they are regularly registered by the Board. In North Carolina today there are quite a few shops that pose as drug stores. They flaunt the banner "Blank's Drug Store" across their windows and parade as legitimate competitors of licensed pharmacists. In order to continue to trade as drug stores, they must first register with the Board. But they cannot comply with the requirements that the Board will impose upon a drug store; they cannot, in consequence, secure an official permit; and they will be forced, therefore, to cease practicing a fraud that is hurtful alike to the public and to pharmacy.

All in all the new legislation is beneficent and in spite of its harmless sounding sentences, it has teeth. People who have watched the Board of Pharmacy attempting to secure an indictment or a true bill against some violator of the Pharmacy Act who is popular in his community (90 per cent. have not been pharmacists) and who have seen how difficult has been the task—how impossible sometimes—cannot but be glad to see a plan put into effect that shifts the burden of proof and makes easier and simpler and surer the administration of the pharmacy laws of the State. No better bit of legal drug machinery was ever created in North Carolina than this section aimed at protecting better the interests of the public health and safety.

NORTH CAROLINA IN THE NATIONAL DRUG ASSOCIATIONS

A List of Tar Heel Druggists Who Support the A. Ph. A. and the N. A. R. D.

Believing that our readers will be interested in the list, we are reproducing below the membership rolls of the American Pharmaceutical Association and the National Association of Retail Druggists for the State of North Carolina. We are disappointed that a state having over 1,100 registered pharmacists enrolled as practitioners should have only 64 members in such a praiseworthy organization as the A. Ph. A. Disappointed also that a state having about 800 drug stores has only 163 members of such an active retail organization as the N. A. R. D. There is room and need for three separate types of drug organizations in America. There should be local (city or county) associations to look after matters of nearby concern; state associations to unify and co-ordinate the efforts of the druggists of the several commonwealths; and national associations to handle affairs that are of country-wide importance. Retail pharmacists have in the A. Ph. A. and the N. A. R. D. two national bodies that conflict in no wise but rather supplement each other in their respective work. Both are rendering a necessary service to pharmacy and both are entitled to a greater degree of support than either is receiving. If your name is not in the list below, you are failing to co-operate in a work that has to be carried on. Why not recognize your responsibility in the matter and send in your application for membership at once? If you prefer the A. Ph. A., mail check for $5.00 to Dr. E. F. Kelly, The Long Building, No. 10 West Chase St., Baltimore, Md.; if you had rather join the N. A. R. D., send the same fee to Mr. Samuel C. Henry, 168 N. Michigan Boulevard, Chicago, Illinois.

North Carolina Members of the American Pharmaceutical Association*

Ahoskie: R. R. Copeland.
Albemarle: E. E. Wheatley.
Apex: M. W. Blades.
Asheville: J. A. Goode.
Bryson City: K. E. Bennett.
Chapel Hill: J. G. Beard, H. E. Bolen, F. O. Bowman, T. A. Curtis, F. W. Dayvault, E. V. Howell, C. J. James, A. A. Koonts, E. V. Kyser, T. A. Libbus, P. L. McDaniel, W. D. Miller, J. L. Sutton, J. P. Richardson, H. R. Totten, C. Tweed.
Charlotte: H. C. Dover, T. N. Edwards, J. P. Stowe, L. H. Stowe, T. A. Walker.
China Grove: DeWitt C. Swaringen.
Cornelius: R. E. Hall.
Dunn: P. A. Lee.
Durham: G. Bernard.
Fayetteville: S. R. Horne, W. W. Horne.
Goldsboro: C. B. Miller, G. W. Waters.
Greensboro: A. C. Browning, E. Nowell, G. A. Russell.
High Point: G. A. Matton, C. A. Ring, L. S. Sullivan.
Kannapolis: L. Smith.
Kings Mountain: O. D. Biddy.
Kinston: J. C. Hood.
Liberty: J. T. Underwood.
Lincolnton: H. E. Rees.
Marshville: H. N. Guion.
Morganton: C. P. Greyer.
Mount Airy: Jos. Hollingsworth.
Mount Holly: C. R. Edwards.
Mount Olive: W. B. Sedberry.
Oxford: F. W. Hancock, F. F. Lyon.
Raleigh: H. T. Hicks.
Red Springs: H. Grantham.
Rockingham: H. P. Moore.
Rocky Mount: D. T. Briles, I. W. Rose.
Scotland Neck: N. O. McDowell.
Tarboro: E. V. Zoeller.
Tryon: E. E. Missildine.
West Asheville: J. E. Welsh.
Wilmington: J. H. Hardin, J. D. Nutt.
Wilson: T. J. Moore.

* List supplied by Secretary Kelly.

North Carolina Members of the N. A. R. D.*

Ahoskie: R. R. Copeland.
Asheville: Aiken and Hester, Asheville Pharmacy, Berkeley Drug Co., Charlotte St. Pharmacy, J. S. Claverie, Coleman's Drug Store, J. R. Davis, Depot Drug.

* List supplied by Secretary Henry.

Store, T. B. Fearrington, R. S. Finley, J. A. Goode, Grant's Pharmacy, Johnson Drug Co., H. E. Jones, Merrimon Ave. Pharmacy, Mullen's Pharmacy, D. Earle Powell, R. G. Scruggs, Smith's Drug Store, C. A. Walker, Wilkins Drug Store.

Biltmore: L. M. Jarrett.

Canton: W. S. Martin.

Charlotte: R. K. Blair, John S. Blake Drug Co., Charlotte Drug Co., R. F. Holland, H. W. Layden, Lynch Drug Co., People's Drug Store, W. L. Pierce, Reese-Stowe Co., E. F. Rimmer, J. P. Stowe, L. H. Stowe, Tryon Drug Co., T. A. Walker, Wohlford Drug Co.

Concord: Cline's Pharmacy, Gibson Drug Store, Pearl Drug Co.

Chapel Hill: J. G. Beard, J. L. Sutton.

Durham: R. Blacknall and Son, Dixie Drug Co., East End Drug Co., Five Points Co., Haywood and Boone, C. E. King and Sons, National Medical Association, North Durham Drug Store, Rogers Drug Co., W. F. Strayhorn, B. H. Thomas.

Franklin: Frank T. Smith.

East Durham: J. R. King.

Fayetteville: Arrow Drug Co., J. S. Hall, H. R. Horne and Sons, MacKethan and Co., L. E. McKnight, H. H. Perry, Souders Pharmacy.

Gastonia: J. L. Adams, L. E. Bell, Gaston Drug Co., J. H. Kennedy and Co., Pattillo Drug Store.

Goldsboro: Goldsboro Drug Co., Palace Pharmacy.

Greensboro: H. T. Coble, Fordham-McDuffie Drug Co., Grissom Drug Co., Edwin Nowell, Stratford-Weatherly Drug Co., Vick Chemical Co.

Henderson: Kerner Drug Co., Opera Drug Store.

Hendersonville: W. H. Justus, J. L. Rose,* W. B. Wilson.

Hickory: R. A. Grimes, Inc., Lutz Drug Store.

High Point: Greene Drug Co., G. A. Matton, Ring Drug Co.

Kannapolis: F. L. Smith Drug Co.

Kinston: Dixon Drug Store.

Landis: Linn-Edwards Drug Co.

Lenoir: J. G. Ballew, Marley's Drug Store.

Lumberton: J. D. McMillan and Son.

Marion: Tainter's Pharmacy.

Mebane: F. L. White.

Monroe: The Union Drug Co.

Morganton: Burke Drug Co., Davis Drug Co., Kibler Drug Co.

Mount Holly: Summey Drug Co.

New Bern: J. M. Anderson, F. S. Duffy.

Newton: Brady's Drug Store.

Oxford: F. F. Lyon.

Raleigh: Boon-Isley Drug Co., J. C. Brantley, E. O. Edgerton, Edwards and Cain, Galloway Drug Co., R. Hamlet, F. W. Parker, C. Rhodes, P. L. Senter, M. L. Shore, Sir Walter Drug Store, O. M. Thompson.

Rocky Mount: Burnett Drug Co., Kyser Drug Co., T. C. McCall Drug Co., May and Gorham, Standard Drug Co., I. W. Rose Drug Co.

Salisbury: Carter and Trotter, C. L. Murphy, Peeler Drug Co., S. M. Purcell, Toms Drug Store, T. Franklin Williams.

Saluda: G. R. Little.

Statesville: Polk C. Gray, Rhyne Drug Co., Statesville Drug Co.

Tarboro: E. V. Zoeller.

Tryon: E. E. Missildine.

Washington: Bowen Drug Co.

Weldon: Harrison's Drug Store.

West Asheville: G. A. Shieder.

West Durham: Brewer's Drug Store, Hillsboro Road Drug Co., McDonald's Drug Store.

Wilmington: Brooklyn Drug Co., D. A. Elvington, Futrelle's Pharmacy, Chas. F. Green, J. M. Hall, Hanson Drug Store, E. M. Hardin, Pinehurst Pharmacy, L. B. Sasser.

Wilson: Paul B. Bissette, D. Herring, Patterson Drug Co., Turlington and Morrison, Wilson Drug Co.

Winston-Salem: Crescent Drug Co., Cassel Drug Co., Inc., Hopkins-Landquist Co., O'Hanlon's Drug Store, Owens Drug Co., Neely-Hairston Drug Co., T. L. Streetman, S. E. Welfare, United Retail Drug Store.

* Deceased.

FIGHTING THE CUT RATE EVIL

One Druggist Tells of His Methods and Opinions

By C. H. CRAVEN, of Asheville

In the past year we have sold instead of Listerine more than five gross U. S. P. Antiseptic Solution put up in four ounce bottles and sold under our own label at twenty-five cents each. We are pushing and selling many other U. S. P. and N. F. preparations of the best quality that you do not see advertised and sold at a cut price. Give the cut price article space in the back of your shelves where it will not readily be seen; sell it only when you cannot satisfy your customer otherwise.

Some time ago a well dressed lady came rushing into my store and called for a package of Melba "Love Me" powder which she expected to purchase at a cut price. I reached way back in the toilet case and pulled out a package and wrapped it. Just as she was about to pass over fifty-four cents I called her attention to a display of Armand's cold cream powder. Then a question arose: "Why, do you think that is better?" I answered, "I certainly do; that is an article of real quality. You cannot purchase Armand's powder for less than one dollar anywhere. It stands to reason that anything you purchase cheap is bound to be cheap and anything you purchase at a standard price is or should be of the best quality." She handed me one dollar and that was enough said. I pitched the Melba back in the shelf with one-half the energy that was required to take it out.

So far this fall we have sold five gallons of Compound Solution of Cresol, U. S. P., under our own label and put up in four ounce bottles at twenty-five cents per bottle in place of Lysol. We purchase Colgate's goods in gross lots and give them the most attractive space in our store. We stand squarely behind Armand, Colgate, and other manufacturers who do not allow their merchandise to be sold at cut prices.

If eighty per cent. of the merchandise sold in drug stores is sold by small town and suburban druggists then we can and should control the retail price. If the little druggists throughout our State would purchase the advertised article that is sold at a cut price in the smallest quantity possible and sell it only when nothing else will take its place the manufacturers would at once notice a decrease in volume of sales. This would bring about a reaction which would mean a step towards standard prices. They would stop the chain stores from cutting or else they (the manufacturers) would lose ground with their retail distributors. It is time for little druggists to wake up and get together. We do not have to stick out a curb sign and hop to the sound of an auto horn like a hotel porter or a bell boy to get by. What we need is to organize and demand a profit and respect for the profession. Money talks. When the sale of an article begins to drop off the manufacturer wants to know why.

Hard on the Druggists

It's no wonder the druggists are having to make department stores out of their establishments to "keep going." The government has cut them off from the sale of drugs and liquids most in demand, and so many folks are resorting to dieting, faith healers and the "rubbing and jerking" kind of doctors for their cures, that the pharmaceutical end of the drug store business "ain't what it used to be," according to some of the "pill rollers." A man who died down in Harnett county, North Carolina, the other day at the age of 83 is said to have never taken a dose of medicine. That kind of a life is certainly hard on the druggists, to say nothing of the physician. In his dying moments this old man requested that should he lose consciousness before the end came, that no medicine be forced upon him. He wanted to die with a record of "no drugs." Harnett county doubtless lost a good citizen, but no druggist is lamenting "the loss of a good customer."—*Carolina-Virginia Retailer.*

DISPENSING SECTION

MATTIE E. SMITH, *Editor* 213 N. CHURCH ST., CHARLOTTE, N. C.

We Want Your Help

We will appreciate any comment that may be given on any of the suggestions which we have presented in this section. We desire especially the comments or criticisms which will improve our suggestions. Please do not hesitate to write us. Drop us a card, if nothing more, explaining the difficulty encountered; or better still, we would like the difficulty outlined together with the solution of the problem. When there is a physician in your community who has a favorite prescription which he desires prepared in a certain manner, tell us about it. If you do not want your name to accompany your contribution, that can be arranged easily. But by all means help us! We must have your support if this section is to be continued. It is necessary for druggists in every section of the State to support this section so that we may never fail to have material for these pages. If you, fellow-druggists, do not come to our aid with contributions, this section cannot exist very long. As you know, it is absolutely impossible to get in touch with every individual except indirectly through the pages of the JOURNAL. As we have said repeatedly, do not wait to be asked personally. Send in a contribution *now*. It is your duty as a druggist to help keep this section moving along, so act accordingly. We wish every reader of the CAROLINA JOURNAL OF PHARMACY would send in at least one item or a short paragraph for publication. Of course, we could not publish over a thousand contributions at once, but this assistance would give us material on hand for use as needed. Once again, we assure you, your help will be appreciated!—M. E. S.

Notes

In the paper presented at the Greensboro meeting on "Dispensing" a note on Balsam of Peru suggested the use of an equal volume of Alcohol-Castor Oil solution. This is very satisfactory when Petrolatum is used. When Benzonated Lard is the vehicle much better results are obtained by not adding anything. Add the Balsam of Peru and rub enough to mix thoroughly.

Prescriptions

℞

Chloretone	Grs. xxx
Menthol	Grs. x
Camphor	Grs. v
White Vaseline Q. S.	℥ i

M. Sig. Local use as directed.

Liquefy Menthol and Camphor, and add sufficient oil with constant stirring to the Chloretone until liquefied. Then mix with other ingredients.

℞

Salol	℥ ii
Sodium Salicylate	℥ ii
Coco-Quinine Q. S.	℥ iii

M. Powder Salol with a few drops of Alcohol or Ether and be sure it is all evaporated, then mix other ingredients.

℞

Menthol	Grs. vi
Sodium Bicarbonate	
Magnesia Oxide (Heavy)	
Calcium Carbonate *aa*	℥ i

M. Sig. One teaspoonful three times a day after meals.

Powder Menthol in mortar and add Sodium Bicarbonate. Then mix with other powders through sieve.

LEGAL SECTION

Frederick O. Bowman, LL.B., *Editor* Chapel Hill, N. C.

Reminders for the Year 1928

Every Retail Druggist is Required by Law:

1. To register his drug store or pharmacy with the State Board of Pharmacy and obtain a permit to conduct same on or before January 1, 1928. Application for registration permit with fee of $1.00 should be made to Secretary F. W. Hancock, Oxford, N. C. (*State*).

2. To renew pharmacist's license with the State Board of Pharmacy by January 1, 1928. Application for renewal license with fee of $5.00 should be made to Secretary Hancock, Oxford, N. C. (After March 1, the renewal license fee for delinquents is $10.00). (*State*).

3. To keep the drug store registration permit, together with his certificate of registration and his 1928 renewal license displayed in a conspicuous place in store at all times. (*State*).

4. To keep three separate prescription files: (1) a regular file (*State*), (2) a narcotic file (*State and Federal*), and (3) a venereal file (*State*). (All original prescriptions must be retainel for at least five years. (*State*).

5. To keep a Poison Register in which shall be recorded sales of all "Register Poisons". (They are: The compounds and salts of arsenic, antimony and mercury, hydrocyanic acid and its salts, strychnine and its salts, and the essential oils of bitter almonds.) (*State*).

6. To keep a record of all sales of exempted narcotic preparations, classed by Federal Law as "Exempt Preparations", including paregoric, Bateman's Drops, Godfrey's Cordial, etc. (*State and Federal*).

7. To keep record of all sales of proprietary remedies, etc., advertised, recommended, sold for and used in the treatment of veneral diseases, and make reports weekly to the State Board of Health. (*State*).

8. To pay to the State Commissioner of Revenue (Hon. R. A. Doughton), Raleigh, N. C., the following license taxes on or before June 1, 1928: (1) For privilege of retailing cigarettes, $10.00 ($5.00 in towns of less than 1000 population); (2) For privilege of selling sandwiches, $5.00; and (3) For privilege of operating soda fountain an amount ranging from $5.00 to $40.00, depending upon the population of the city in which business is located. (*State*).

9. To pay to his city or town the following license taxes on or before the time fixed by said city or town for the payment thereof: (1) For privilege of retailing cigarettes therein, $10.00 ($5.00 in towns of less than 1000 population); (2) For privilege of selling sandwiches, $5.00; and (3) For privilege of operating soda fountain, one-half the amount imposed by the State for same. (Some towns levy a merchant's tax of from $10.00 to $50.00 in lieu of the license taxes; others levy the above license taxes and at the same time impose a merchant's tax together with additional license taxes not imposed by the State Revenue Act). (*City*).

10. To re-register with the U. S. Collector of Internal Revenue (Hon. Gilliam Grissom) Raleigh, N. C., on or before July 1, 1928, as a retail dealer in narcotic drugs and preparations thereof (Class 3 and Class 5), and keep the certificate of registration posted in store at all times. (The fee for registration as a retail dealer in narcotic drugs is $6.00 which must accompany application for registration. For registration as a wholesale dealer the fee is $12.00). (*Federal*).

11. (a) To renew his non-beverage alcohol permit with the Federal Prohibition Administrator, Richmond, Virginia, (b) To make application for and obtain from the Administrator a permit to purchase each time non-beverage alcohol is obtained, and (c) To keep a record of all alcohol as used, and render a report on or before the 5th day of each month showing the transactions of the preceding month. (*Federal*).

12. In addition to the above requirements, he must pay his State and Federal Income taxes, automobile taxes, personal and real property taxes, and school taxes.

Tear Out, Paste in a Conspicuous Place and Refer to Frequently.

Drug Store Registration Law Now Effective

The beginning of the New Year brings into operation the Drug Store Registration Law enacted by the 1927 General Assembly to become effective on January 1, 1928. By its provisions, the proprietor of every drug store and pharmacy now engaged in business in this State is required to register his store with the State Board of Pharmacy and obtain a permit from the Board to conduct same during the year 1928. It is provided, further, that the proprietor of every drug store or pharmacy opening after January 1, 1928, shall first make application for registration and obtain permit to conduct the drug store or pharmacy from said Board before it is opened to do business. The fee is $1.00 and must accompany the application filed with the Secretary of the Board for the registration permit.

The new law which amends the Pharmacy Law, being Section 6667 (a) of the Consolidated Statutes of North Carolina, was carried in full in the December issue of the JOURNAL, this section, together with an explanation of its provisions. It was stated then that the Board would in due time prepare and furnish drug store proprietors with suitable application blanks to be used in applying for the permit and registration of store, at the same time suggesting information that applicants would in all probability be required to furnish the Board in the application. This the Board has done, and an application blank was mailed to every drug store proprietor in the State on the 15th of last month. In making the application, the applicant is required to furnish (1) the location of the store, (2) to give name of store and state whether individually owned, or a corporation or a partnership, and if a partnership to give names of owners, (3) the name of pharmacist in charge of the store, (4) the names of licensed pharmacists employed and actively engaged in the store, (5) the names of assistant pharmacists employed who are actively engaged in the store, and (6) the names of the unlicensed clerks who sell drugs and medicines under legal supervision. The application when sworn to is mailed to Secretary F. W. Hancock, Oxford, N. C. Upon receiving the application and it appearing that the applicant is complying with the provisions of the pharmacy law, the permit will be issued showing that the store is registered in accordance with the provisions of the new law. If on the other hand, it appears that the applicant is not conducting his store legally and is not therefore entitled to registration, the permit will be refused, an investigation will be made, and if it is found that such store is being unlawfully conducted, prosecution will follow.

It is believed that through the operation of this law many irregularities, heretofore existing, may be corrected. And, it is incumbent on every drug store proprietor to co-operate to the fullest with the Board in enforcing its provisions.

Fair Trade Bill

The revised Capper-Kelly Fair Trade Bill was again introduced by Rep. Clyde Kelly of Pennsylvania upon the convening of the 70th Congress last month. It will be remembered that at the last session of Congress a sub-committee of the House Committee on Foreign and Interstate Commerce revised the original Capper-Kelly measure and made it a Committee bill. This action of the sub-committee was the result of persistent agitation of pharmaceutical and other organizations fighting for fair trade practices, and it is felt that with this endorsement the measure stands a better chance for passage than at any time heretofore.

The Federal Trade Commission is conducting an investigation developing facts concerning resale prices, particularly unfair trade practices in chain and department stores and even in independent retail stores, and until the Commission reports its findings to Congress and makes recommendations for legislation no effort will be made to bring about action on the proposed bill.

Revised Narcotic Regulations

The revised regulations for the enforcement of the Harrison Narcotic law have been approved by Secretary of the Treasury Mellon, and the final draft of same went to

the printers early last month. Co-operating with the Narcotic Division in the revision were the following national organizations: The N. A. R. D., N. W. D. A., Proprietary Association, American Drug Mfg. Ass'n., American Phar. Ass'n., and the American Medical Association. The new regulations will be designated Regulations No. 5, replacing Regulations 35, and will be effective January 1, 1928, it is understood. Further, it is understood that all registrants under the Harrison Law will be furnished a copy of the new regulations. If not furnished, however, copies will be furnished by the Narcotic Division of the Prohibition Bureau upon request.

Law as to Prices Interpreted

At the Annual Convention of the New York Pharmaceutical Conference on December 1, Mr. E. C. Brokmeyer, General Attorney for the N. A. R. D., interpreted the law as to prices, setting out what associations and their members may and may not lawfully do, and at the same time he warned the officers and members of the Conference and all other pharmaceutical organizations to be careful in discussing price maintenance. His interpretation of the law as to prices follows:

It is not lawful to discuss the fixing and maintenance of resale prices in organization meetings, or conventions, or between two or more retail druggists. It is lawful to discuss resale price, or price standardization, legislation. It is also lawful for local, State and national pharmaceutical associations to educate their members in or out of conventions as to what each may do under the law as an individual independent or any other member, of the Association, and in the absence of any understanding, agreement, contract, combination, or conspiracy. As a manufacturer has the legal right to select his own customers for any reason, or no reason, a retail druggist has the right to select his own manufacturer, or the person from whom he purchases merchandise, for any reason, or no reason, always upon condition that the druggist refrain from entering into any understanding, or agreement, or combination, with one or more persons when he selects his own manufacturer, or the person from whom he purchases goods. A retail druggist has the legal right to give preference to the merchandise of any manufacturer in his display windows, or on his counters, or shelves, or in dispensing merchandise to the public. He need not give any reason for this. The only condition upon which he cannot do this lawfully is when he agrees with any other druggist, or druggists, or a druggists' organization to do it. When he does this he enters into a conspiracy to coerce, or boycott, and that is prohibited by law.

Emergency Narcotic Prescriptions

Regulations 5 will not contain a provision to permit retail druggists to fill narcotic prescriptions telephoned by physicians without first receiving the prescription, as was announced in the November issue of the Journal, this section. However, Prohibition Commissioner Doran has given assurance that the rule will be waived in extreme emergencies. While the bureau will recognize the necessities of the situation it does not feel warranted in amending the regulations for the reason that the various State Laws governing the handling of narcotic drugs prohibit the dispensing of same by retail druggists except upon the order of a physician's prescription given in good faith for medicinal purposes. It is further stated that the waiving of the Federal rule is intendered to take care of extreme emergency telephone orders for prescriptions containing small portions of narcotic drugs in combination with other medicinal ingredients not in excess of an average dose, where the intent of the physician is obviously legitimate. In all such cases, the retail druggist furnishing the narcotic in this manner must obtain a prescription therefor immediately and file it as required by law.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Attention, Please!

Every few days we find that some druggist has been living for several months at a new address, but that his JOURNAL was being sent to the old location because we did not know of the change. When the news finally reaches us our informer seems surprised that we knew nothing of this "Happening of Interest." Almost disdainfully he says, "Why that happened weeks ago." We *would* have known the news earlier; we could have had the pleasure of congratulating our druggist friend on his new position, etc.; and we could have passed on the news to other friends through the JOURNAL, if some one had taken the time months earlier to jot down the item on a postal and had mailed it to the JOURNAL office.

We have before us now the sort of "postal news note" we mean. A druggist wrote us as follows: "I am now with the..... Drug Co., in..... Mr..... of..... succeeds me at..... I am taking the place of Mr..... who is leaving here to open a new store in under the name of..... Kindly send my JOURNAL to....." Now isn't that simple? It didn't require five minutes to write the information and see with how many people it put us in touch.

A druggist came into the editor's office the other day and when asked if he knew any news for the JOURNAL said, "No, everything is quiet down our way." (The usual reply.) We decided, however, to see if the caller couldn't furnish some news. The result was that before the visitor left our office we had learned enough news to fill more than a column from a man who had told us emphatically—HE KNEW NOTHING! We are *sure* you know even more news—won't you sit down and try to jot down an item or two about druggists in your vicinity? It would help the editor a great deal, but what is more important, you will have a much more interesting JOURNAL.

General News Items

MR. J. H. BEST has severed his connection with the Ring Drug Co., of High Point, and is again with the Taylor Drug Co. in Winston-Salem.

MR. G. H. BALLANCE has resigned his position with Dailey's Drug Store in Greensboro and is with the Reese-Stowe Co. in Charlotte.

MR. C. N. BARGER, formerly with the People's Drug Store in Gastonia, is now with Eckerd's Drug Store in Charlotte.

MR. K. B. SPOON, who was with the Elizabeth Drug Co. in Charlotte for some time, is now with Liggett's Drug Store in the same city.

MR. R. H. PARKER, of Durham, is prescriptionist for the West End Drug Store, of Hillsboro.

MR. W. A. CLARK, formerly with Taylor's Pharmacy, of Winston-Salem, has moved to Durham where he is connected with Thomas' Drug Store.

MR. EARLE DRIGGERS, North Carolina druggist, is now living in Clio, S. C. His friends may address mail to Box 152.

MR. TOM BUTLER, of Reidsville, popular representative for Hollingsworth, the middle of December enjoyed ten days of duck shooting on Currituck Sound with a party of friends.

MR. M. A. NICHOLSON, of Troy, has purchased the Biscoe Drug Store, of Biscoe, from MR. J. F. DAILEY, of Greensboro.

We understand that Smith's Drug Store, of Salisbury, has been closed. MR. T. F. WILLIAMS, formerly the manager of the Pharmacy, is practicing his profession in Baltimore, Md.

MR. J. W. S. DAVIS, of Andrews, is the proprietor of the Davis Drug Store in Robbinsville, a most attractive pharmacy in the Graham capital.

The Swannanoa Drug Co., of Swannanoa, has been chartered to operate as a drug store with a capital stock of $10,000.

MR. J. L. HOWERTON is connected with the O. Henry Drug Store, No. 1, of Greensboro.

MR. ERNEST DEAL, who led the North Carolina Board in June, 1926, thereby winning the Beal Prize, and who was with Eckerd's Drug Store in Raleigh for some time, is now in the pharmaceutical laboratories of Parke, Davis and Co.

We regret exceedingly to learn that MR. R. H. CURTIS has given up the practice of pharmacy in North Carolina. Upon the death of his father several months ago he returned to his home in Dillon, S. C., and we understand he will make his home hereafter in the Palmetto town. We are wishing for him every success in his new business undertaking, and we are hoping that he will often return to North Carolina to see his many friends throughout the State.

DR. H. B. SHIELDS recently sold an interest in the Shields Drug Co. in Carthage to MESSRS. D. ADOLPH BLUE, of Carthage, and R. C. CAGLE, of Charlotte. Dr. Shields will remain as president and treasurer of the firm, while Mr. Blue will act as vice-president, manager and prescriptionist, and Mr. Cagle as secretary.

MR. J. B. HAYMORE, originally of Norlina, has been acting as relief prescriptionist of Mr. R. E. L. Cook's drug store in Tarboro. We understand that he will move to Virginia early in the year where he will practice his profession.

We were in error in stating in a recent issue of the JOURNAL that the drug store opened in China Grove by MR. M. B. SLOOP is Sloop's Drug Store. The pharmacy is operated under the name of the Sloop Drug Co. We are delighted to make the correction.

The building occupied by the Star Drug Co., of Star, was completely destroyed by fire early on the morning of November 28. The origin of the fire is unknown as practically the entire building was in flames when the blaze was discovered. The loss to the pharmacy and neighboring buildings is estimated as $25,000, only partially covered by insurance. MR. PAUL HENLEY, the proprietor, is already busy with plans for opening a new drug store.

The old Arcade Pharmacy, of Charlotte, and now operated as Campbell's, Inc., was burned on the night of November 28 at a loss of between eleven and fifteen thousand dollars, partially covered by insurance.

We understand that MR. R. SIDNEY KING and associates have secured a charter for the College St. Pharmacy, Inc., of Asheville. The capital stock of this store is $50,000.

Crabtree's Pharmacy, of East Durham, presented a most attractive appearance for the holidays. The store was recently extensively remodeled and a new set of store fixtures installed, which were manufactured by the Morrison Manufacturing Co.

MR. CARL T. MILLER, who operated a most successful drug store in Wilmington for a number of years, is now making his home in Asheville. He has opened a drug store on the Hendersonville road under the name of Miller's. The JOURNAL is wishing for him every success in his new business undertaking.

We understand that MR. E. F. RIMMER has sold the Elizabeth Drug Co. in Charlotte. He is still the proprietor of Rimmer's and is also the State Agent for the American Druggist Fire Insurance Co.

MR. A. S. THOMAS is now connected with the Grissom Drug Co. in Greensboro.

DR. JAS. W. REID, owner of the Lowell Drug Co., of Lowell, has just equipped his store with a set of modern fixtures, which were installed by the Morrison Mfg. Co., of Statesville.

MR. M. C. McNeeley, formerly with the People's Drug Store, of Gastonia, has moved to Greensboro and has opened a drug store under the name of McNeeley's Drug Store. The pharmacy is on West Market Street in the neighborhood of the Greensboro College for Women.

The Boon-Iseley Drug Co., of Raleigh, has recently installed a beauty parlor. The

new department is located on the balcony in the rear of the pharmacy.

We have been informed that the Northside Drug Store in Raleigh has discontinued business. We have not been able to learn where the former proprietor, MR. J. R. GARY, is now practicing.

We understand that the two Eckerd Cut Rate Drug Stores in Asheville, situated at Nos. 50 and 33 Patton Avenue, have been consolidated. The firm now occupies most attractive quarters at No. 31 Patton Avenue in the Raysor building, which the company purchased in the early spring.

At the annual meeting of the stockholders and directors of the Coastal Plain Fair Association held in Tarboro on December 8, DR. E. V. ZOELLER was named a director. Dr. Zoeller is one of the most public spirited citizens in North Carolina and in addition to his many responsibilities as druggist and president of the North Carolina Board of Pharmacy devotes a great deal of time to civic affairs.

MR. D. E. POWELL, who was listed in the December JOURNAL among the druggists whose addresses are unknown, writes he has been connected with Goode's Drug Store for the past four months. His residence address is 64 N. Spruce street.

The W. A. Hayes Drug Co. at Hillsboro has moved into its new store which is equipped with an attractive set of fixtures of the "Better Built" type manufactured and installed by the Morrison Manufacturing Co.

On December 13, MR. P. A. HAYES was named permanent operating receiver of Dailey's Drug Store, Inc., of Greensboro. The drug store concern formerly operated stores on Summit Avenue and on West Smith Sreet. Some time ago, however, it was generally understood that the Summit Avenue store had been disposed of. MR. J. F. DAILEY, the proprietor, will continue with the West Smith Street store as assistant to the receiver.

The Greene St. Pharmacy, of Greensboro, was placed in the hands of a receiver on November 17 upon the petition of MR. L. W. JENKINS, registered pharmacist, formerly connected with the establishment. MR. Z. V. CONYERS, a local druggist, was named receiver with instructions to proceed in a legal manner to sell the business, either publicly or privately, the sale to be subject to the approval of the court. The receiver was called upon to give a bond of $5,000.

Goode Secures Agency

Goode's Drug Store, of Asheville, has secured a factory branch agency for Nunnally's candy. The exact date of the formal opening of the factory agency is to be announced later. This branch will sell every variety of candy manufactured by the Nunnally company and the policy of the sales department and methods will be under the supervision and suggestion of factory people. In establishing this branch an official of the company said, "We have 2,100 agencies altogether in the United States, and all of them are in the South. This Asheville agency in Mr. Goode's store, however, will be one of our largest and will be managed direct from the factory in Atlanta."

Capitalists Purchase N. C. Plant

A deal was consummated recently whereby MR. R. M. BRAME, of North Wilkesboro, sold his Vapo-Mentha Salve, including the formula, registered trade-mark, materials and stock on hand to MR. ARTHUR ROSS, of Asheboro, and associates, among whom are some of the outstanding capitalists of the state. Brame's Vapo-Mentha Salve has been manufactured in North Wilkesboro for over twenty-five years and has been used extensively throughout this and other countries. The machinery and supplies used in manufacturing the salve are being moved to Asheboro where a new building is being erected to house the concern. A new company will be organized under the name of the Brame Chemical Company. MR. R. M. BRAME, SR., will own considerable stock, while his son, MR. R. M. BRAME, JR., will be superintendent of the factory. Mr. Brame, Sr., however, will make his home in North Wilkesboro where he will continue the manufacture of family remedies and carry an additional line in order to conduct a general drug business.

University Branch A. Ph. A. Are Hosts

The University of North Carolina Branch of the American Pharmaceutical Association was host recently to the new students in the School of Pharmacy. PROFESSOR E. V. KYSER gave a most interesting talk on "The Flowers and Flower Oils of Grasse." MR. CLYDE TWEED, of Bryson City, was elected Secretary-Treasurer of the Branch to succeed MR. W. B. SEDBERRY who failed to return to college this year. After the formal part of the program was concluded a delightful smoker was enjoyed. Punch, ice cream and cake were also served.

County Association Meets

The Rutherford County Druggists' Association held a most enthusiastic and well attended meeting on November 3. Attorney Bowman was present and addressed the druggists. The association voted to carry on in the name of the county association an extensive advertising campaign in the papers of the county, which will serve to educate the general public in regard to the profession of pharmacy and the service it renders to a community. The Rutherford County Association is one of the livest drug organizations in the State and is of inestimable benefit to the pharmacists composing its membership.

Marriages

Mrs. Melta Herring, of Snow Hill, announces the marriage of her daughter, Inez, to MR. SAMUEL JENKINS on the twenty-third of November. Mr. Jenkins is originally from Lumberton and obtained his pharmaceutical education at the University of North Carolina, graduating therefrom in 1926. He is now prescriptionist for the Walstonburg Drug Co., of Walstonburg, and the young couple are at home to their friends in that town.

Births

MR. and MRS. CHARLES J. SISK, of Bryson City, announce the birth of a daughter, Sandra, on November 27.

Deaths

DR. W. J. McLENDON, outstanding citizen of Anson County, died on the afternoon of November 24 at the home of his son in Washington, D. C., where he had been under medical treatment for several weeks. Dr. McLendon had been an influential factor in the progress of his section of the State for over half a century. After receiving his medical education he practiced as a physician for a few years. He then gave up medicine as a profession and conducted a drug store in Wadesboro for some time but for the past 30 years had been engaged in farming. He was licensed as a pharmacist in 1881 and was one of the early members of the State Association.

Friends throughout the State were shocked to learn of the death of EDWARD WARREN SMITH, prominent druggist of Pilot Mountain, on the morning of December 2, following a brief illness with pneumonia. He was the son of Dr. J. B. and Emma Hester (Riesson) Smith and was born Aug. 24, 1890. He received his education at the State University and at Page's School of Pharmacy. He was licensed as a pharmacist in 1911 and had been a member of the N. C. P. A. since 1919.

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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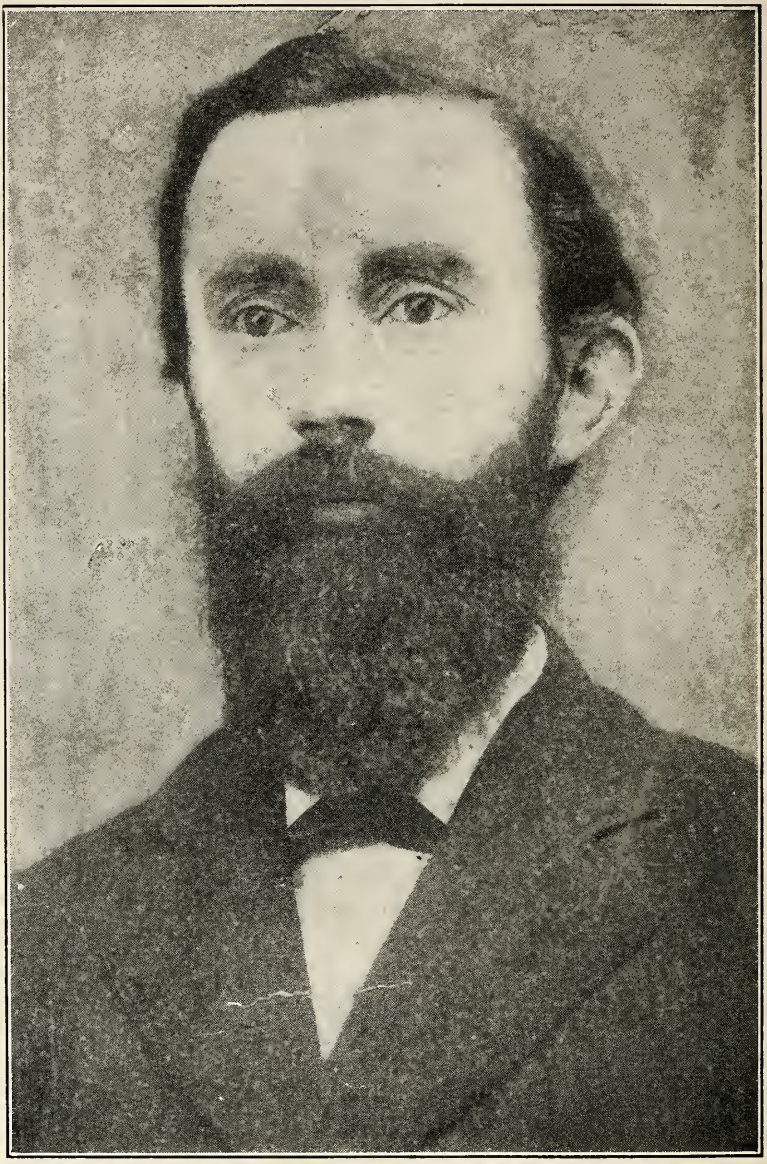
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The 1928 meeting of the North Carolina Pharmaceutical Association will be held at Morehead City



ADDISON SHERWOOD LEE

One-time Member of the North Carolina Board of Pharmacy and a Treasurer of the North Carolina Pharmaceutical Association who for many years was a Prominent Druggist of Raleigh.

Addison Sherwood Lee

Mr. Addison Sherwood Lee, the subject of this sketch, was born in Orange County (Hillsboro?) in 1837 and died in Lincolnton, N. C., on April 3, 1895. He was a charter member of the North Carolina Pharmaceutical Association and its treasurer for nine years; was a member of the original board of pharmacy provided for in the Pharmacy Act of 1881; and was for a number of years a partner in the well known drug firm of Pescud, Lee and Company in Raleigh. These facts give point to the publication here of certain biographical information and a photograph that were secured only after patient search covering several years.

Mr. Lee's father was an expert boot maker at Hillsboro in the days when well dressed men wore high boots. Presumably the family resided in the same place and it is perhaps true that Mr. Lee's birth occurred also at Hillsboro. While the son was still in his 'teens he went over to Chapel Hill and apprenticed himself as a drug clerk to Mr. Richard Saunders who at that time was conducting a drug store at the corner of Henderson and Franklin Streets where the MacRae Building now stands. After learning the essentials of pharmacy under Mr. Saunders' instruction, Mr. Lee moved to Raleigh and for a number of years was employed by Messrs. Williams and Haywood, widely known druggists who ran a drug store on Fayetteville Street. Following this clerkship he joined forces with Mr. John S. Pescud (the first treasurer of the North Carolina Pharmaceutical Association) and Dr. Eugene Grissom and bought out the drug business at 118 Fayetteville St. owned by Mr. Pescud's father, P. F. Pescud. The firm name became Pescud, Lee and Co., and the store for many years was considered the leading drug store in Raleigh. Later on they moved to a new store at the corner of Fayetteville and Martin Streets where the Wake Drug Co. is now located. Concerning this new store Mr. Henry T. Hicks writes as follows:

"The new store had very handsome fixtures for those days—elaborately fashioned and moulded shelving and counters of pine beautifully painted ivory white above the counter line. One whole side of a long room contained drug shop-bottles with elaborate glass labels, black lettering on background of blue, white, and gold.

"This store had one of the first, if not the very first, wall fountain; very large for those days, and twelve feet long.

"The firm name was later changed to Lee, Johnson and Co., and still later Mr. Lee sold out his interest to Mr. James I. Johnson, moved to Charlotte and became connected with Burwell and Dunn in their laboratory and manufacturing department."

Mr. Lee believed in organization for pharmacy. In 1873, before the state association was formed, he joined—and for many years retained his membership in—the A. Ph. A. He took an interested part in the establishment of the North Carolina Pharmaceutical Association in August, 1880, and remained affiliated with the organization until his death in 1895. His name was in the list submitted by the Association in 1881 to Governor Jarvis; a list from which five members of the newly created board of pharmacy were to be selected and appointed. The fact that Mr. Lee was chosen as one of the five is indicative of his professional standing at that time. The following year he became treasurer of the Association, succeeding his partner, Mr. Pescud. This position he retained until 1891 when illness compelled his resignation. He also served the Association in other capacities, particularly in committee work.

Mr. Lee died in Lincolnton on April 3, 1895, and was buried in the Episcopal churchyard there. Previous to his death it is reported that "he worked here (Lincolnton) with Dr. Lawing." One son, A. E. Lee, is known to be living at Princeton. The maiden name of his wife, the date of her death, and the names of other surviving children, if any, are not known by this biographer.

Mr. Lee was a member of Christ Church (Episcopal) in Raleigh, and was a member also of the Masonic order.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

OWNERSHIP LEGISLATION

The Proprietors' Section of the North Carolina Pharmaceutical Association went on record at the Greensboro meeting last summer as favoring the enactment of a law in this State that would limit the ownership of retail drug stores to registered pharmacists. The original proposal, as we remember it, was submitted by the chairman of the Section, Mr. C. C. Fordham, Sr., of Greensboro. The proposition did not come before the general Association and is, therefore, to be considered as an adopted policy by the Proprietor's Section, but not as a proposal yet acted upon by the Association as a whole.

Proprietor's Resolution

The attitude of the Proprietors toward ownership legislation is clearly set forth in the following resolution which they formulated and adopted at Greensboro:

"Whereas, it is the opinion of your committee that it is to the best interests of our Association to favor a Pharmacy Ownership Law for our State for the safety of the public health, and

"Whereas, in our opinion, the Pennsylvania Ownership Law meets our need, and

"Whereas, in our opinion, our membership favors favorable action by our Legislative Committee toward the enactment of a similar law, and

"Whereas, it is to our certain knowledge that in the States having enacted a similar law it has operated to the benefit of the public health, and that prior to its enactment the lives and health of the communities were seriously menaced through the sale of medicines by certain interests now in existence and operating certain chain stores who have no personal interest in the supplying and compounding of medicines. These interests have now entered the field of medicine and threaten to eliminate through deceptive practices the independent pharmacies so necessary to the lives and health of our citizenship.

"Therefore, be it resolved that this committee urge a thorough discussion of the above mentioned bill at our next annual meeting to the end that our membership may be fully informed as to its provisions.

"Be it further resolved that a copy of this bill be printed in the CAROLINA JOURNAL OF PHARMACY, and that a special issue be devoted to its discussion."

It will be noted that in paragraph two of the resolution it is stated that "the Pennsylvania Law meets our need;" and in paragraph three that "our membership favors . . . the enactment of a similar law." It is of interest, therefore, to learn what the Pennsylvania law is, not only because the Proprietors' Section is committed to a similar measure but because there is considerable speculation and mis-information among pharmacists generally as to the status of drug store ownership legislation in the state of Pennsylvania.

The Pennsylvania Law

The following paragraphs from the *New Jersey Pharmaceutical Association Bulletin* for December set forth the salient features of the whole matter.

"Briefly, the Pennsylvania ownership law provides that ownership of pharmacies shall be restricted to registered pharmacists, and that corporations not owned by registered pharmacists, which were in business at the time the law passed, may continue to operate the stores they then owned, but they are not permitted to open new stores. This is the essential difference between the New York ownership law and the Pennsylvania law. In New York, corporations which were in business at the time the ownership bill was passed, were not only permitted to continue in business, but were permitted to open new stores. The Pennsylvania law prohibits this.

"The Louis K. Liggett Co. has tested the constitutionality of this act in a Special Court of Equity composed of Circuit Judge Woolley and District Judges Dickinson and Kirkpatrick, and just recently Judge Dickinson handed down an opinion in this court upholding the constitutionality of the act.

"We understand that thus far, there has been no actual prosecution for violation of the ownershp law, nor have any permits for new stores been issued by the Pennsylvania Board of Pharmacy to corporations operating in Pennsylvania, whose stockholders are not all registered pharmacists.

"On December 22, Judge Dickinson allowed the Louis K. Liggett Co. an appeal from the decison of the Court of Equity. This will enable the corporation to carry the case to the United States Supreme Court. Until this question has been decided by the highest court in the land, there will doubtless always be more or less contention about its constitutionality. It would probably be best for all concerned if the issue were definitely settled as soon as possible."

It may be that the United States Supreme Court will declare the Pennsylvania law unconstitutional. In such case the entire matter drops then and there. Many lawyers, however, are of the opinion that there is nothing in the measure that conflicts with "due process of law" nor that interferes with the "right of contract," and if our chief tribunal rules likewise, a great impetus will be given to the movement to limit the ownership of pharmacies to pharmacists. In the meanwhile it is both interesting and important for us to start thinking of ownership legislation in terms of North Carolina rather than of New York or of Pennsylvania so that if the Supreme Court upholds Judge Dickinson we will be in a better position to decide whether or not we should endorse the action of the Proprietors' Section in its resolution of last summer and start working for similar legislation.

Who Would Profit?

We can think of the whole ownership proposition in either one of two ways. First, we can view it narrowly, looking at it solely as a question of whether it will or will not be of advantage to registered pharmacists; or secondly, we can study the plan broadly with a primary concern over the best interests of the public health.

Not much thinking is needed to show that it would undoubtedly be of some profit to pharmacists if the Pennsylvania law were enacted generally. But surprisingly enough the advantage that the pharmacists themselves would gain is not as great as would seem at first thought, and is not enough to make them seek such legislation vigorously if they thought only of the personal profit they would derive from the legislation. In North Carolina, for example, the number of drug stores already in existence and the number to be created within the next ten years would hardly be changed appreciably by setting up an ownership law. If there is enough business in a particular locality to support a drug store, that locality either has a store or it will get one shortly, and it will get one as quickly under a pharmacist-ownership system as it would under the present unlimited system. If this be true it follows that competition under the proposed plan would not be more numerous than it is now. Its nature would change but not its amount. A pharmacist would not be greatly advantaged in a material way by ownership legislation, hence would hardly be considered selfish in seeking its enactment.

But what of the people generally? Would the interests of society and the public health be promoted in any degree by the passage of a law allowing only registered pharmacists to own drug stores? This is the primary question to consider and no steps looking to ownership legislation need or should be taken unless the answer is definitely in the affirmative.

All consideration of this question must recognize the difference between a drug store and any other kind of store. *The fact that a modern drug store sells a smaller proportion of drugs than its predecessors operates in no wise to lessen the importance of the smaller proportion being sold as safely and efficiently as if the whole sum of the sales*

were of drugs. Just as many drugs are being sold in drug stores today as ever before, but the distribution is scattered over a greater number of stores. We should recognize this and not fall into the error of thinking that drug handling is less important or fraught with less danger to the public just because its ratio to the total business is in most stores considerably less than was formerly the case. Life and health are involved in every drug store in America every day of the year, notwithstanding the appearance that many stores have of being mere agencies of barter and sale. Accordingly there should be due regard paid to the conduct and the control of drug stores to the end that they shall be run in a manner most conducive to public health and safety.

The Owner Controls

A drug store or any store or any business takes its tone and its policy from the persons who own it, whose money supports it, and whose voice controls it. The owner is the power behind the throne: his wishes prevail, his will is law in so far as the management and policy of the store are concerned. If the store deals entirely in commodites not fraught with danger to health or life, it would be an act in restraint of free trade to limit the character of its ownership. But drugs are not ordinary but a very special sort of commodity requiring not only competence in their sale but right principles back of their sale. A drug store, therefore, falls in a special classification that sets it apart for special control, even though that control seems to operate in restraint of free trade. Its ownership, which is to say its policy, bears a substantial relationship to the public interests and for this reason should be limited to persons best calculated to promote and protect these interests.

The kind of medicines that a drug store handles and the sort of drug service that a drug store performs are dictated by those having financial control of the business and not by the judgment of the employed pharmacists. It is reasonable to assume that in most cases a lay owner in purchasing drugs would give a greater regard to price than to quality. He has not been trained in the nature of drugs nor drilled in the obligations that a drug dispenser owes to society. There enters into every drug business the two motives of a wish for profit and a sense of duty obligation towards those with whom the management deals. When these motives are joined the latter, of course, operates; the moment they are separated, as when the ownership and management represent two distinct groups (and purposes!) then that moment the former or gain motive ordinarily assumes control. This thought suggests the relation between things which should be joined and the public policy of not permitting them to be separated.

Independence Needed

In every phase of medical science, pharmacy included, there is a supreme need for complete independence on the part of the worker if initiative and personal responsibility are to be developed to a high degree. Likewise an ideal of service must take precedence over a desire for gain if the worker and his work are to measure up to proper standards. If corporate ownership of drug stores is allowed to progress at the rate it is now going, the time is near at hand when the great majority of stores in this country will be but links in several chains. The managers of the various stores will almost be automatons, in so far as independence of action goes, since all of them necessarily must follow out the rules laid down at headquarters. Profits and not ideas will be back of these rules; sales rather than service will be the keynote; *receipts from* rather than *contributions to* mankind will be a dominant aim. Just enough pharmacy will be practiced to retain the name drug store; just enough pharmacists will be employed to remain within the law. Instead of being individualized stations of service—as independent, pharmacist-owned drug stores now are—they will be institutionalized units of sale. An eventuality of this kind is more against the interests of the public than it is against those of the pharmacist.

Conclusion

There being then a substantial relationship between the ownership of drug stores

and the interests of the people at large, it becomes wise to limit such ownership to pharmacists because they are best calculated to perpetuate a safe and certain drug service; wise to deny ownership to lay persons on the grounds that neither by training nor by professional principles are they qualified to control the policy of so public, so specialized, and so important an institution as a drug store. Nobody denies that the *practice* of pharmacy should be confined to a trained group of specialists; it is but extending this limitation in a logical way to confine the *control* of drug stores to persons similarly trained.

At the present moment the drug stores of North Carolina are owned for the most part by independent pharmacists. Temporarily, therefore, the ownership matter is not a pressing issue. But Eckerd is expanding his chain rapidly in this State; Liggett is already here; the Peoples chain secured incorporation papers recently; and in a few years the corporate owners will have become so numerous and so powerful that legislation displeasing to them will be difficult to secure. This being true, it behooves the membership of the North Carolina Pharmaceutical Association to study carefully the whole matter of store ownership so that if collectively they decide that the best interests of the public health are served by a law similar to the one in Pennsylvania, they can at the next Legislature begin the fight to secure its enactment.

What Others Think

(Note: We recently asked several prominent druggists in this State to express through the columns of the Journal their opinions concerning ownership legislation. The letters that follow contain these opinions.—Editor.)

Greensboro, N. C.,
January 12, 1927.

To the Editor:

Replying to your request of January 8 will say that I am convinced that Ownership Legislation is very desirable at this time. I believe that it will be easier to have a law enacted now than it will be in years to come as every new store opened by corporations or individuals other than registered pharmacists serves to increase the opposition to such legislation.

In my opinion the very existence of independent stores is threatened by chain stores operated by corporations and trusts who have no interest in the profession of pharmacy or the protection of public health but view everything from a commercial standpoint. They look for prices rather than quality and hope to reach the public by the deceptive practice of cutting the prices of a few standard articles.

The "Ownership Law" of the State of Pennsylvania would meet the needs of the profession as well as the needs of the public. I hope that the members of our Association will do everything possible to educate the public and the members of the next General Assembly to the necessity of such a law.

Yours very truly,

(Signed) C. C. Fordham.

(Note: Mr. Fordham, be it remembered, recommended the Ownership Law in his address as Chairman of the Proprietors' Section.)

Asheville, N. C.,
January 14, 1928.

To the Editor:

I am in receipt of your letter of January 8 requesting my views concerning the resolution adopted by the Proprietors' Section urging the members of the North Carolina Pharmaceutical Association to lend their co-operation in the passage of a Pharmacy Ownership law.

I am familiar with the provisions of the Pennsylvania Ownership Bill and think it is possibly the best phrased from a legal point of view, of any piece of legislation yet adopted or offered to accomplish this particular purpose. I am, however, of the opinion that we would possibly be more successful in amending our present permit law to accomplish the purposes desired than we would be in trying to pass a new bill.

Our present law, as strengthened at the last session of the Legislature, gives our Board of Pharmacy the right to refuse a permit to any drug store not operated in accordance with law. It occurs to me that we could now so amend the law by stipulating a requirement that a MAJORITY OR ALL OF THE STOCK SHOULD BE OWNED BY LICENSED PHARMACISTS and require this fact to be certified to at the beginning of each year when the renewal permit is granted. Thus we would then have in fact and in effect everything contained in the Pennsylvania law. Our position would be most reasonable in view of the fact that licenses are granted to pharmacists because they are proficient in the art to the satisfaction of the Board of Examiners, and are, therefore, qualified to practice their profession with safety to their patrons as a public health measure.

It is under this provision of the police power of the State that all professions kindred to ours are regulated. No pharmacy, in my opinion, is operated as a truly health service station unless its ownership is in the hands of the pharmacists operating it.

In the many years I have attended the meetings of the North Carolina Pharmaceutical Association, I am constrained to say that in my opinion the Greensboro meeting was the most constructive one yet held. The discussions from the floor and actions taken were indeed encouraging and point to a live thinking and energetic membership.

Once we get the full co-operation of the brains and energy of our Association into action, North Carolina Pharmacy will lead the nation in the advancement of the profession of pharmacy as a part of public health work.

Yours very truly,

(Signed) J. A. GOODE.

P.S. In addition to the idea I have suggested, we would, of course, include in the change of the law a provision for the disposition of estates, etc., similar to those contained in the Pennsylvania law.—J. A. G.

WILSON, N. C.,
January 11, 1928.

To the Editor:

No fair minded man who has given the subject of Pharmacy Ownership careful consideration can fail to conclude that "Pharmacy for Pharmacists" is the one remedy that will save the independent retail druggist.

Pharmacy Ownership—Aims to raise the standard of pharmacy.

Pharmacy Ownership—Places our profession on a par with Dentistry, Law and Medicine.

Pharmacy Ownership—Rids our profession of those who seek to monopolize the retail avenues.

Pharmacy Ownership—Will give inspiration to the young men who wish to take up pharmacy as a profession.

Pharmacy Ownership—Will help the pharmacist to regain his professional standing in the eyes of the public.

The time has arrived for independent pharmacists to become more closely united in an aggressive as well as a defensive warfare for the protection of our profession.

Very truly yours,

(Signed) E. L. TARKENTON.

(Note: Druggists will remember that Mr. Tarkenton read a paper on the Pharmacy Ownership Law at the Greensboro meeting, strongly emphasizing the need for this sort of legislation.)

Goldsboro, N. C.,
January 13, 1928.

To the Editor:

North Carolina is looked upon throughout the nation as a progressive and progressing state.

Our law-making bodies have ever been ready to throw around the profession all the safeguards asked for when these requests have been reasonable and necessary for protection. The integrity of the professions is absolutely essential to the communities they serve, if the greatest good is to be obtained to the greatest number.

Pharmacy is now classed as a profession, as much so as Law, Medicine and others, and should receive at the hands of our law-making bodies the same consideration as the other professions are given, and the same willingness on their part to extend all the help necessary to make more useful to the communities they serve, the Pharmacists of our great State. The State and the public are demanding greater efficiency in all branches of the professions, and I dare state that the demand on the pharmacist exceeds in exactness that of any other profession. If we are expected to measure up to these demands, to comply with all of the regulations imposed upon us for the protection of the public, we should demand that our interests be better safeguarded by the State; this is our inherent right.

In view of the foregoing statements, I believe the time is ripe for a forward movement of our State Association looking toward the enactment of a law similar to that now in effect in the State of Pennsylvania, permitting only registered pharmacists to own and conduct retail drug stores. This law, if possible of enactment, will do more for the overburdened and much imposed on druggist than any legislation passed for his benefit in the last generation, and will go far in the curtailment of the aggression of the cut rate chain drug stores, now fast invading our territory. "Nothing venture, nothing have" is a true slogan, and if we sit idly by, while our enemies are sowing "tares in our fields," we will reap only thorns and thistles of agony and failure. This question should be thoroughly threshed out in a cool and careful manner, and if we all pull together and work with that end in view we can put this much desired legislation on the statutes of North Carolina. "To Your Tents, O Israel."

Yours truly,

(Signed) C. B. Miller.

Chapel Hill, N. C.,
January 14, 1928.

To the Editor:

Since the Drug Store Registration Bill has been enacted into a State Law, I think the next and most important move for us to make is to take steps toward the enactment of what we term the Ownership Bill. I believe it will require a great deal of thought, action, and diplomacy to do this. It has been accomplished in other States. Why not in North Carolina?

There are several reasons that make it imperative for us to set to work our wits and best efforts to secure the enactment of the Ownership Bill, the principal one being that of the menace of chain stores. The rapid progress they are making in our State, with no thought or concern for the profession of pharmacy, makes it necessary for us to give this matter our best thought and action. I believe one of the best means to combat this evil is to secure the Ownership Law. If the chain stores continue their present rate of progress, it will not be many years before a large per cent. of our independent retail stores will cease to exist. The buying public will then realize (after it is too late) that they are in the clutches of the great chain systems of our country who have one thought in view—that of merchandising. Let us think, talk and agitate the Ownership Bill from now until our annual meeting next June. At that time let us be prepared to take some action on this all important matter.

Very truly yours,

(Signed) C. L. Eubanks.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Drug Store Ownership Laws

PENNSYLVANIA OWNERSHIP SUPPLEMENT UPHELD

Drug Store Ownership Laws have been enacted and are now in effect in the States of New York, Illinois, Michigan and Pennsylvania, having been adopted in the order named. Bills similar to the New York Law, the first to secure ownership legislation, have been proposed in several other States, being defeated outright in some instances, and in others failing of adoption after being passed by the Legislature by veto of the Governor on the ground that the legislation was unconstitutional.

Under the provisions of the New York Law (also the Illinois and Michigan laws which in substance are the same), no corporation or co-partnership may operate retail drug stores in that State, unless all of the stockholders of the corporation, or all of the partners of the partnership are licensed pharmacists, however, all corporations and co-partnerships existing at the time the law became effective (April 23, 1923), are expressly exempted, with no restrictions as to their existing stores or to stores they might acquire thereafter.

Hence in New York a corporation established and operating retail drug stores, prior to the operation of the ownership law, may continue to open new stores, and may further expand by buying other drug store corporations; and, any individual, whether licensed or not, may enter the drug business by buying the controlling stock in an incorporated drug store and likewise continue to expand by opening new stores as an established corporation. The prohibition lies only against unregistered persons acquiring drug stores individually, against an unregistered person acquiring an interest in a drug business, and against the formation of new corporations to engage in the retail drug business. Also, when an owner of a drug store dies, the administrator, executor or trustee, may continue to operate the store indefinitely so long as a licensed pharmacist is kept in charge.

Contrasted with the Pennsylvania Ownership Law, we find the latter to be much more far-reaching in its effect. While the measure as originally introduced was similar to the New York Law, after it had been reported out of the Committee the bill was redrafted and was enacted in its revised form, becoming effective May 13, 1927. Under its terms, corporations and co-partnerships are not permitted to open or acquire additional stores in any manner, unless all of the stockholders and all of the partners are licensed pharmacists or to change locations, even though they were in existence and operating stores prior to the passage of the law. No drug store, therefore, may be opened in the State of Pennsylvania, except by a licensed pharmacist, or by a co-partnership, all the members of which are licensed pharmacists, or by a corporation all of the stockholders of which are licensed pharmacists. It is impossible under this law for unlicensed persons or corporations to enter the drug business by purchasing the controlling stock in an established corporation engaged in the drug business as is the case in New York State. In other words, all drug stores existing at the time the ownership law became effective may continue in business regardless of the ownership thereof, but thereafter licensed pharmacists only are permitted to open or acquire additional stores. Further, when an owner of a drug store dies, the adminstrator, executor or trustee may continue to

conduct the store during the necessary period only required for the settlement of the estate, whereas, under the New York law under like conditions the store may be continued as long as a licensed pharmacist is kept in charge of the store.

Soon after the Supplement became operative, it was attacked by the Louis K. Liggett Co., because it states the law amounts to the taking of property without due process of law and because it interferes with the right of contract, and therefore unconstitutional. The United States District Court, however, at a special sitting in Philadelphia, the second week in December, upheld the constitutionality of the statute, declaring that the new law does sustain a direct relation to public interest as maintained by the Attorney-General and the State Board of Pharmacy.

Immediately after the decision was handed down an appeal was taken to the Supreme Court of the United States. The Liggett Co. is confident that this tribunal will reverse the opinion of the Lower Court. It relies upon the advice of its counsel, among the most able constitutional lawyers in the country, whose judgment is based upon existing court decisions.

The President of the Liggett Company has declared "One thing is certain; this law is not going to drive corporations or partnerships out of the State of Pennsylvania. Even if such a law should stand, they would operate drug stores for the sale of everything excepting prescriptions, narcotics and poisons, and some corporations in Pennsylvania are already doing this successfully. That sort of competition is usually the worst kind, because, in order to overcome the absence or lack of dispensing business, the price of open market merchandise is cut to the bone, so that volume may be created in other departments."

Interesting and worthy of note in considering drug store ownership legislation is the fact that each of the four states which have ownership laws is a "medicinally wet" State. To what extent, if any, this condition influenced or helped to bring about the passage of these laws, the writer is not in position to say, however, the fact in itself is significant, and naturally leads one to wonder if this situation did not play an important role in this connection.

Proponents of drug store ownership legislation argue that it is for the best interests of public health and safety, while its opponents see in it an attack upon the chain stores and inspired by selfish motives of individual druggists, and they argue that the question of public interest is not involved, inasmuch as the public is served by licensed pharmacists in either case.

Retail druggists in our State should study the provisions of ownership laws with care, analyzing the various features thereof with the purpose in view of ascertaining its advantages and disadvantages before passing "snap judgment" as to what any particular law of this nature will bring about.

Narcotic Prescriptions

A retail druggist, operating a drug store in this State and qualified to deal in narcotic drugs, may fill prescriptions prepared by physicians resident in adjoining States and for patients also not resident in North Carolina, provided, he is satisfied as to the legitimacy of the prescription presented. That is, he should satisfy himself that the prescription is not a forgery and that the narcotic drugs prescribed are to be used in the treatment of a chronic incurable disease and not merely to satisfy addiction.

The above ruling was recently obtained from Dr. B. R. Rhees, Narcotic Agent in Charge, Washington Division, by the writer. Not infrequently prescriptions as described herein are presented for filling at drug stores in towns near the South Carolina, Virginia and Tennessee lines. In some instances, the proprietors of stores have consistently refused to fill such prescriptions, being of the opinion that such practice was not permitted. This office is glad, therefore, to furnish this ruling authorizing this practice.

Revised Narcotic Regulations No. 5

Regulations No. 5, effective January 1, last year, took the place of old Regulations No. 35 for the enforcement of the Harrison Act as amended. A copy of the new regu-

lations which contains many changes advantageous to retail druggists has already been furnished all registrants under the Harrison Act, and should be filed for future use. Only a few of the pertinent provisions are hereinafter set out.

Retail Dealers

Article 12 provides that "Persons who have paid the tax as retail dealers do not incur liability as manufacturers or compounders on account of compounding narcotic preparations to fill legitimate prescriptions even though the preparations are compounded in advance of receipt of prescriptions so long as they are used for prescription purposes only."

Aqueous and Oleaginous Solutions

Article 12 provides further that, "Persons qualified as retail dealers may also supply practitioners on order forms in quantities not exceeding one ounce at any one time with aqueous or oleaginous solutions, in which the narcotic content does not exceed a greater proporton than 20 per cent of the complete solution, to be used in legitimate office practice. In cases where the dealer is also registered in class 1 or class 2, or both, these transactions should not appear in the monthly returns which he is required to make as a member of the last-named classes. The original order forms must be filed by the dealer with his narcotic prescriptions. Each package containing an aqueous or oleaginous solution so furnished must bear a label showing the date and number of the order form, the name and proportion of narcotic drug contained in the solution, the name, address, and registry number of the dealer filling the order."

Manner of Keeping Narcotic Drugs

Article 58, provides, "Narcotic drugs and preparations must at all times be securely kept properly safeguarded where they will be available for inspection by properly authorized officers of the Treasury Department."

Losses by Accident

Article 59 provides that, "Where narcotic drugs or preparations which are a part of or which have been purchased for, a class 3, 4, or 5, stock, are lost or destroyed through breakage of the container or other accident, it will be necessary for the person having title thereto to make affidavit as to the quantity and kind of drugs lost or destroyed and the reason therefor, and forward the same immediately to the narcotic agent in charge. A copy of such affidavit should be placed on file with the duplicate order forms."

Procedure in Case of Theft, Etc.

Article 59 provides, further, that "Where narcotic drugs are lost by theft or in transit from any cause a sworn statement of the facts including a list of the narcotic drugs and preparations stolen or lost, and evidence that the local authorities were notified must be filed immediately by the consignee with the narcotic agent in charge, copy thereof to be filed with the duplicate order form."

Partial Filling of Prescriptions

Article 89 provides that "As a general rule, the partial filling of narcotic prescriptions is unlawful. If, however, a pharmacist is unable to supply the full quantity called for in a prescription, he may, if an emergency exists, and he later advises the issuing practitioner, supply a portion of the drugs called for by the prescription, provided he makes a suitable notation of the fact on the prescription of the quantity furnished and a suitable explanation of the reason for not supplying the full quantity on the back of the prescription. No further quantity will be supplied except upon a new prescription.

Narcotic Prescriptions by Telephone

Article 90 provides as follows: "Telephone orders.—Except as hereinafter provided the furnishing of narcotics pursuant to telephone advise of practitioners is prohibited whether prescriptions covering such orders are subsequently received or not. In an emergency a druggist may deliver narcotics through his employee or responsible agent pursuant to a telephone order, provided the employee or agent is supplied with a properly prepared prescription before delivery is made, such prescription to be turned over to the druggist and filed by him as required by law within a reasonable time after delivery."

HAPPENINGS OF INTEREST

Alice Noble, *Editor* Chapel Hill, N. C.

Greensboro News

R. A. McDuffie, *Reporter*

It has been customary with the Justice Drug Co. to entertain their druggist friends once or twice a year. This past year MR. P. A. HAYES, president of the company, with MR. C. M. FORDHAM, gave a delightful stag barbecue at the latter's club house. About 100 of the doctors and druggists of the town attended and greatly enjoyed the feed. Later in the fall Mr. Hayes was host at a dinner in the King Cotton Hotel. It was attended by about thirty-five druggists from Greensboro and nearby towns. The feature of the party was a "corking" good talk on drug store salesmanship by a specialty salesman. The attending druggists enjoyed the get-together party and derived much benefit from the talk.

MR. H. E. CLINE has recently opened a drug store on Davie Street near the King Cotton Hotel.

MR. A. S. THOMAS has purchased the Grissom Drug Co. after having sold his interest in the Sykes Drug Co. MR. E. C. SYKES is in charge of the prescription department of the Grissom Drug Co.

The King Cotton Hotel has announced that it has leased the corner store room to MR. W. M. McKINNEY, of Ayden. A pharmacy has been opened under the name of the King Cotton Drug Store. The fixtures were built by H. M. Wade and the fountain by Robert M. Green and Sons.

MR. HOWARD GARDNER, retired druggist, has recently purchased a home in Irving Park.

MR. DEWEY FARRELL is now doing relief work in Greensboro.

MR. and MRS. O. D. McBANE announce the birth of a daughter. The father of the young lady is the proprietor of the College Pharmacy.

All Around the State

M. J. Leimkuhler, *Reporter*

MR. T. S. SANDERS will open a new drug store in Clinton within a few weeks under the name of the Sanders Drug Co. Mr. Sanders was formerly in the drug business, having been licensed in 1893, but for the past twelve years has been farming. The fixtures will be installed by Wade and the fountain by White Knight.

The Summit Avenue Pharmacy of Greensboro has been purchased by MR. B. T. WILLIAMS. MR. G. W. HART is in charge of the prescription department.

The Elizabeth Drug Co., of Charlotte, has been purchased by MR. L. C. DERRICK, a druggist of Chesterfield, S. C.

The fixtures for the McNeely Drug Store, recently opened in Greensboro on West Market Street, were installed by the National Show Case Co. and the fountain was purchased from Bishop-Babcock.

Fire completely destroyed the Union Drug Co. at Monroe early on the morning of December 23. The fire started in the Monroe Hardware Co., two doors from the drug store, the newspaper office being between the two. All three were a total loss. The blaze was discovered shortly before three o'clock by a night policeman. Volunteer fire workers found themselves unable to cope with the blaze and assistance was secured from Charlotte. The fire was one of the most disastrous in the history of the city. With unusually heavy stocks due to the holiday season, MR. A. M. SECREST, the proprietor of the Union Drug Co., figures his loss in stock and fixtures in the neighborhood of $25,000 with $11,500 insurance. Mr. Secrest is making plans to re-open for business in the near future. The store has secured a charter of incorporation from the Secretary of State with authorized capital stock $50,000 with subscribed stock $20,000.

The incorporators are A. M. SECREST, V. V. SECREST, and LESSIE C. SECREST, all of Monroe.

Piedmont Topics

J. K. CIVIL, *Reporter*

The Kannapolis Drug Co., of Kannapolis, has recently undergone extensive improvements. New fixtures and fountain have been installed and other new equipment which is up-to-date in every detail. MR. LEON SMITH is the owner of the drug store.

The Norwich Pharmacal Co., makers of Unguentine, held their semi-annual meeting of salesmen in New York during the week of December 27 and outlined the policy of the company for the year 1928. A double appropriation for the advertisement of Unguentine was announced. MESSRS. JOHN K. CIVIL, F. L. BUNDY, and PAUL M. SCOTT, North Carolina representatives for the House of Norwich, attended the meeting.

For Sale

Retail Drug Store in fast growing city of North Carolina. Best located corner. Store established in 1897. Rare opportunity for live wire. Send inquiries to P. O. Box 127, Asheville, N. C.

General News Items

MR. THOS. L. SMITH, formerly of Plymouth and who has been temporarily sojourning on a farm near Roanoke, Va., for the past two years, is now manager for the McCall Drug Co., of Rocky Mount.

We understand that the name of Greene's Pharmacy at Charlotte has been changed to the Hazel Drug Co.

MR. W. G. COUSINS, formerly with the Reese-Stowe Co., of Charlotte, is now prescriptionist for the Griffin Drug Co. at Kings Mountain.

MR. P. L. EZELLE, of Spartanburg, S. C., has accepted a position with the Finger Drug Co., of Kings Mountain. Mr. Ezelle is applying for license in this State by reciprocity.

MR. F. H. FLEMING is studying medicine at Wake Forest College. He is also acting as relief clerk in one of the local drug stores.

MR. W. W. WIGGINS, owner of many North Carolina drug stores, is opening a new pharmacy in Raleigh about February 1st under the name of the Wiggins Drug Store. It will be situated on Person St. This will be Mr. Wiggins fourth store opened in the Capital city. He is a proprietor of the Langdon Drug Co. and the Sir Walter Drug Stores Nos. 1 and 2, as well as the new Wiggins Drug Store.

We have been informed that a new drug store will open for business in Princeton within a short time.

MR. T. O. LEAVISTER has accepted a position with Galloway's Drug Store in Raleigh.

Friends will be delighted to learn that MR. E. deB. LEDBETTER, who has been practicing his profession in Frederick, Md., since last May, has returned to North Carolina to accept a position as prescriptionist for the Community Drug Store, of Columbia. Until recently this pharmacy was known as the Carawan-Knight Drug Co., but during the late fall it was sold by the owners to MR. TOM ARMSTRONG, who changed the name to the Community Drug Store. As soon as the deal was completed one of the former proprietors, MR. R. S. KNIGHT, moved to St. Pauls to accept a position as prescriptionist for the Wiggins Drug Store.

MR. C. B. BRITT, of Chadbourn, who successfully stood the November examinations of the State Board, is now located in Raleigh with the Sir Walter Drug Store, No. 1.

Friends will be delighted to learn that MR. J. R. WHITLEY has recovered his health and is back at his home in Fremont. He has purchased the Winders Drug Co. and will operate it as the Fremont Drug Co.

MR. R. S. GORHAM, of the firm of May and Gorham, of Rocky Mount, on January 17 sailed on the Shriners Caribbean Cruise of twenty-one days. Lucky druggist!

MR. C. C. SAVAGE, of Battleboro, who has been out of the drug business for several years, is now manager of the Robersonville Drug Co., at Robersonville.

The Executive Committee of the N. A. R. D. has named San Francisco as the city for the 1928 convention which will be held Sept. 17-21. This is the first time the N. A. R. D. has met on the Pacific Coast.

The Journal is delighted to welcome into membership in the N. C. P. A. MR. H. A. MOOSE, who is associated with his father in the A. W. Moose Drug Co., of Mount Pleasant.

The employees of the Vick Chemical Co. in Greensboro enjoyed a holiday from the afternoon of December 22 until the morning of the twenty-seventh. Each of the 150 employees was given a handsome present, along with his month's check when the plant closed for the vacation.

Smith's Drug Store, of Salisbury, was sold on December 16 at public auction and was purchased by MR. J. S. WEBB, of Wadesboro, who is re-opening the old Pee Dee Pharmacy destroyed by fire in October. The Wadesboro store will open for business early in February, and we understand the prescription department will be in charge of MR. C. M. HIGGINS. MR. T. F. WILLIAMS, who was formerly the proprietor of Smith's Drug Store, has moved to Baltimore where he is connected with Kantner's Pharmacy. Friends will regret that Mr. Williams' new work takes him away from North Carolina and like to feel that he will continue his interest in Tar Heel pharmacy and pharmacists. He is a graduate of the College of Pharmacy of George Washington University of the Class of 1917. He is registered in the District of Columbia and received license by reciprocity in N. C. in 1921. He has been a member of the N. C. P. A. since 1924.

In accordance with his annual custom, MR. C. H. FLEMING, who is the proprietor of a drug store on West Martin Street in Raleigh, remembered those in the editorial, composing and business departments of the *Raleigh Evening Times* as well as the Times Associated Press Bureau, on Christmas Eve when he sent fountain drinks, cigars and candies to the Times building for the men and women.

MR. L. B. STACY, of Clover, S. C., is now connected with the Peoples Drug Store of Gastonia. Mr. Stacy is applying for license in this State by reciprocity.

MR. R. S. MILLS, who has been living in Danville, Va., for a year or more, has returned to North Carolina and is now with the Mann Drug Co. in High Point. Before going to Virginia Mr. Mills was connected with drug stores in Raleigh.

MR. C. M. ANDREWS, popular proprietor of the Burlington Drug Co., of Burlington, and strong supporter of and worker in the North Carolina Pharmaceutical Association, was recently elected president of the Burlington Merchants' Association for the year 1928.

MESSRS. C. V. DAVIS, of the Nansemond Drug Co., of Suffolk, Va., H. W. WALKER, of Norfolk, Va., and F. L. FURR, of the Bridge Pharmacy, of Clifton Forge, Va., have received their licenses as pharmacists in Virginia by reciprocity. We are wishing for these Tar Heel druggists every success in the Old Dominion but we hope they will frequently return to their native State to visit their many friends in the land of the Long Leaf Pine.

MR. A. W. CLAYTON, who has been connected with the Wilkins Drug Store in North Wilkesboro since graduating from the University School of Pharmacy in 1926, has resigned his position and returned to his old home in Roxboro where he is opening a drug store of his own under the name of Clayton Drug Store. The store will be located at the stand of the old Newton-Wilkerson Drug Co. and will be attractively furnished and equipped in an up-to-date manner. The Journal is wishing for Mr. Clayton the very best of success.

MR. GEORGE K. GRANTHAM, popular druggist of Dunn, continues to be mentioned prominently as a Congressional candidate in the Sixth District. On New Year's Day various State papers carried articles setting forth Mr. Grantham's splendid qualifications for the office and stated

that his many friends were insistently demanding that he enter the race. The incumbent, Hon. Homer L. Lyon, has announced that he will not run again.

MR. H. C. ROSS has bought the Arcadia Drug Co. in Winston-Salem from MR. H. K. BARROW and taken over the active management of the pharmacy. The store name has been changed to the Ross Drug Co. Mr. Ross was formerly prescriptionist for Thompson's Drug Store, No. 2 in the Twin City.

We understand that MR. W. A. GILLIAM, formerly of Elkin but who has been with Townsend's Pharmacy, of Red Springs, for some time, will move to Winston-Salem shortly and in partnership with his uncle will open a drug store in the Twin City.

Another drug store will begin business in Spray within a few weeks. It will be owned by Dr. Matthews. MR. W. E. ROSS, formerly of Mount Airy, will be in charge of the prescription department.

MR. B. L. BLACKMAN, who has been prescriptionist for the Piedmont Drug Co. in East Spencer for some time, recently accepted a position with the Franklin Drug Store in West Gastonia.

Announcement has been made that the stock, fixtures and good will of Grantham Bros. at Lumberton have been bought by MR. JAS. E. JOHNSON and the name of the pharmacy changed to the Johnson Drug Store. Mr. Johnson is originally from Wallace but for some time has been connected with Grantham Bros. as prescriptionist.

Robbers who paid Dunn a pre-holiday visit, breaking into the drug store of Hood and Grantham in apparent search for cash, were poorly paid for their risk. All the money had been removed from the cash register earlier in the evening with the exception of ten cents. Nothing else was missed from the pharmacy.

MR. EDWARD GIBSON and associates of Kernersville have organized a company known as Gibson and Co. for the purpose of engaging in a retail drug and sundry business in that city. Fixtures for the new store were furnished by the Morrison Mfg. Co., of Statesville.

The Smith Drug Store of Pilot Mountain has just completed a handsome new store building and greets the New Year in attractive new quarters with new and modern equipment. The store is equipped with a very beautiful and especially designed set of fixtures manufactured by the Morrison Mfg. Co., of Statesville.

Eckerd's, of High Point, has been incorporated, to conduct a retail and wholesale drug business with authorized capital stock $12,000 with $12,000 subscribed, by MESSRS. J. W. ECKERD, of Wilmington, Delaware; E. M. HERRON, Charlotte, and A. L. PEARCE, Durham. The Eckerd Cut Rate Medicine Co. has also opened a second store in Charlotte on North Tryon St., just three or four doors below Liggett's Drug Store.

New Company Organized

On January 1 the Apex Chemical Co., of Apex, was incorporated with authorized capital stock $100,000 with $20,000 subscribed by MESSRS, E. V. KYSER, of Chapel Hill, L. S. BLADES and MELICK W. BLADES, of Elizabeth City, and others. The company will manufacture a complete line of pine and cedar disinfectants, deodorants, cleansers, polishes, etc. The officers of the concern are President, E. V. Kyser; Vice-President, L. S. Blades, Jr.; and M. W. Blades, Secretary-Treasurer. Mr. Kyser will have charge of the research work while Mr. M. W. Blades will be plant manager. Both of these gentlemen are well known to the druggists of the State as both are graduates of the State University and are registered druggists.

There will be two subsidiary companies controlled by the Apex Chemical Company, first, the Hydro Company of America, which will manufacture a line of men's toilet necessities; and second, the Sunshine Soap Co., which will manufacture a complete line of soaps to be known as Sunny Sunshine Soaps.

Mr. Blades has already taken up his residence in Apex and the new line of disinfectants, etc., will be placed on the market shortly.

For Sale—A Drug Store

Old established business. Good location. Owner has other business. Excellent opportunity for man with little capital to invest. No cut price competition. Address replies to Monroe Bradley, care of THE CAROLINA JOURNAL OF PHARMACY.

Drug Store Changes Hands

The Morehead City Drug Co., one of the oldest and best established pharmacies in that section of the State, has changed hands. MR GEORGE W. DILL, who formerly owned and operated the business has sold the store, stock and fixtures to MESSRS. WILLIAM DAVIS, of Beaufort, and A. S. MORROW, of Tarboro. Mr. Morrow has taken over the management of the store and Mr. George W. Dill, Jr., will be in charge of the prescription department. Mr. Dill, Jr. is the son of the former proprietor and has been connected with the establishment for a number of years. He graduated from the State University and received his license in 1927. Mr. Dill, Sr., will devote his entire time in the future to the undertaking business which he has conducted in Morehead City for several years.

Department Added to Store

Plans are being contemplated for enlarging the store occupied by the Stratford-Weatherly Drug Co., of Greensboro. This change is necessary to make room for a Nunnally candy department which is being considered by officials of the firm and the Nunnally Company. The store has been a Nunnally dealer for some time, and the installation of a special candy department is one of the company's innovations. Such a department would have a section in the store to handle bulk, package and party candies, as well as favors and novelties. It would be under the direct supervision of the Nunnally factory at Atlanta.

Back in North Carolina

Friends of MR. G. W. C. RUSH will be delighted to learn that he has returned to North Carolina and will make his home in this State in the future. For the past year Mr. Rush has been traveling representative in West Virgina for E. R. Squibb and Sons with headquarters in Charleston. He was most successful in his work and made the Gold Star Go Getter Club of the company. The first of the year he was transferred to his native State and he writes, "I am more than glad to get back to North Carolina." Mr. Rush will sell Squibbs household products only and his territory will be from High Point to the coast. As a registered druggist in N. C. Mr. Rush made many friends. After graduating from the State University in 1923 and passing the Board immediately thereafter he worked successively in drug stores in Hamlet, Monroe, Salisbury, Southern Pines and Aberdeen. He has been a member of the N. C. P. A. for a number of years.

New Asheville Pharmacy

McGee's Pharmacy is the name of a new drug store in Asheville which began business on the night of December 14. The store is a very attractive one with plenty of room, and is nicely equipped and well stocked. It is situated on Merrimon Ave. between Colonial and Kimberley Heights. The proprietor is MR. D. W. McGEE, who was formerly connected with the firm of Booth and McGee, Realtors. The prescription department is in charge of MR. O. D. BIDDY, one of the JOURNAL reporters, who resigned a similar position with the Griffin Drug Co., of Kings Mountain, to take up the responsibilties with the new pharmacy in his old home in Asheville.

Car Stolen

A large sedan belonging to MR. W. A. CRABTREE, of Sanford, was stolen from a local street during the holidays but was found the next day on the highway near Franklinton where it had been abandoned. The supply of gas had been exhausted. Three negroes were arrested by the Franklinton police officers and committed to the Sanford jail for trial.

B-C Remedy Company Holds Banquet

More than one hundred persons were present at the annual Christmas banquet of the B-C Remedy Co., given just before the holidays in the attractive new home of the company on Morris street. Employees of the firm and company officials were present for the feast. MR. J. F. GOODRICH, sales manager, acted as toastmaster for the occasion. A short talk was made by MR. RAYMOND POWELL, of Atlanta, advertising expert, on the various values of co-operation. MR. C. T. COUNCIL was presented with a handsome radio outfit as a mark of respect and affection. High tribute was also paid to MR. GERMAIN BERNARD, another founder of the firm. The occasion was a thoroughly delightful one and was greatly enjoyed by every one fortunate enough to be present.

Must Double Capacity

(Reprinted from the Carolina-Virginia Retailer)

Few manufacturing plants in the South are making more rapid progress than is the Morrison Manufacturing Co., of Statesville, N. C., makers of Morrison "Better Built Fixtures." Demand for the company's products has increased to such extent during the current year, that Eugene Morrison, Sr., head of the company, has just announced that increased factory facilities are now essential to future expansion, and the capacity of the plant at Statesville is to be doubled. Mr. Morrison attributes the unusual success of the Morrison Manufacturing Co.—a comparatively new industry—to the high quality of bank, office, store and other fixtures being manufactured, and honest dealings with customers, coupled with a rather extensive advertising campaign. Readers of *The Retailer* have doubtless noted that the Morrison company always stresses the fact in its advertising that "absolute satisfacton" is guaranteed, and that "Morrison's responsibility does not cease 'after five days'." Mr. Morrison realizes that after fixtures are installed they become either "good" or "bad" advertising for the manufacturer, and he is determined that all his products shall prove "good advertising," and that all his customers will be so well pleased that they will "say a good word for Morrison fixtures."

The Morrison company has made a number of installations in North Carolina stores recently. The C. & W. Cigar Store in Raleigh, one of the most modern establishments of its kind in the State, has been equipped throughout with Morrison fixtures, and new jewelry fixtures—all-plate glass show cases—have been installed for Kingoff Bros. at Wilmington, giving this jewelry store "a new dress" for Christmas. The Sodawich Shop, being opened by N. M. Sharpe in the new Manufacturers Building in Charlotte, is being equipped by the Morrison company with a modern soda outfit. One of the most beautiful set of fixtures in the State, it is claimed, are those of the High Point Candy Co., at High Point, just installed by the Morrison company. These fixtures were especially designed, and are different from anything in the State.

An Active County Association

The Rutherford County Druggists' Association is right on the job all the time and is doing a great deal for pharmacy in that section of the State. Regular monthly meetings are held at which all problems of pharmaceutical interest are taken up and discussed. A member of the organization writes, "We always have plenty of them too." Neighboring druggists and traveling salesmen are invited to the meetings to address the Association. Every druggist in the county is a member and each drug store has conspicuously displayed a small brass plate with the inscription, "Member of the Rutherford County Druggists' Association." A publicity campaign for the next twelve months has been started in the county newspapers in an effort to build up or create a higher regard for the profession. The organization is planning a "Druggist and Wives Banquet" in May and will invite speakers of note to be present. MR. M. J. LEIMKUHLER, JOURNAL reporter, attended the meeting on January 4 and writes as follows: "I was delighted to accept a most cordial invitation to attend the meeting of the Rutherford County

Druggists' Association in Henrietta on the night of January fourth and spent a most enjoyable evening. The occasion reminded me of the third week in June in Greensboro for things were humming and in a business way. This is certainly a live association. Although there are only seven stores in the county, the association has the full co-operation of every one of them. The meeting did not open until nine o'clock in order that the junior clerks might attend. After the business session refreshments and cigars were served and everybody had a fine time. This organization has accomplished a great deal and is an inducement for other county associations to be formed over the State."

Marriages

Announcements have been received of the marriage of MR. GEORGE S. BLACKWELDER, of Hickory, and Miss Helen Porter, of Radnor, Pa., which took place at the home of the bride's mother at Radnor, on January 4. After an extended wedding trip in Florida and Cuba Mr. and Mrs. Blackwelder are at home to their friends in Hickory. Mr. Blackwelder is a registered druggist, having received his license in 1915. He practiced his profession for a number of years, but for the past two years has been connected with the Gulf Oil Co., of Hickory.

Deaths

CHARLES HOWARD ANDERSON, popular Dunn druggist, died in a Durham hospital on the twentieth of December following an operation for mastoiditis a few days earlier. He was a native of Durham; though he had been connected with the Fitchett Drug Co., of Dunn, for the past five years. He was well known and liked by every one in that section.

LISTEN!!!

Concentrating your buying with your Wholesale Druggist is like having a warehouse in the back yard! His service is on the other end of your telephone; his representatives are in frequent, personal touch with you; they understand your local conditions and know your merchandise requirements. You can get fresh stock; immediately on short notice; in exactly the quantities most advantageous for quick turnover; and without paying any penalty for small orders. In fact, his ability to handle small orders quickly, lots of them and often, is your Wholesale Druggist's best bid for your business—and your best means to quick turnover.

IT PAYS
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Owens & Minor Drug Co.
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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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The 1928 meeting of the North Carolina Pharmaceutical Association will be held at Morehead City, June 19, 20 and 21.

The summer examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, June 12.



POLK C. GRAY, of Statesville

First Vice-President of the North Carolina Pharmaceutical Association

Polk Cleburne Gray

The First Vice-President of the North Carolina Pharmaceutical Association, Polk C. Gray, was born April 21, 1875, in Iredell County near Mooresville, North Carolina. He was the son of James Cowan and Margaret Melvina (McAuley) Gray. His early life was spent in the Piedmont country that is justly famed for its productivity, for its beauty, and for its roaming hills. He attended the Mooresville Academy, receiving therein an excellent foundation for his later studies.

Mr. Gray entered the University of North Carolina in the fall of 1895 and pursued an academic course of study for the next two years. When, however, the School of Pharmacy was established in 1897, he decided to take the new course along with the first year class. Until 1899 he was, therefore, a pharmacy student. During his entire stay at the University Mr. Gray earned the greater part of his expenses by working at odd hours in Kluttz's General Store. (The author of these lines has often heard Dr. Kluttz speak of how conscientiously and capably Polk Gray did his work in the store.) From June, 1899, until December of the same year, Mr. Gray continued to work for Dr. Kluttz, but on the latter date he accepted employment under Mr. P. W. Vaughan, in Durham, and there remained until July, 1900. Wanting to live again in his native county, Mr. Gray secured a position as drug clerk for Mr. W. F. Hall, of Statesville, his service beginning in September, 1900. Here he obtained the full amount of the practical experience required by the Board of Pharmacy and which he did not have when he was a student at the University. In November, 1903, Mr. Gray successfully stood the state board examinations and was granted his license. The following month he left Mr. Hall's employ and became prescriptionist for Mr. John M. Adkinson, of Charlotte, remaining in that position until February, 1904. Again Mr. Gray found the urge to go back home too great to resist and accordingly he resigned from Mr. Adkinson's employ and returned to Statesville. There he organized the firm of Tunstall-Gray Drug Co., which he operated for several months. Then the firm name was changed to the Polk Gray Drug Co., as Mr. Gray acquired a two-thirds interest, and a few years later, sole ownership of the business. He is still conducting this store.

Mr. Gray joined the North Carolina Pharmaceutical Association in 1904 shortly after becoming licensed. He has served on several important committees and is always eager to share in the work of the organization. He was chairman for his county of the Legislative and Membership Committee from 1918 to 1922 and from 1923 to 1926. He has been a member of the Executive Committee since 1926. He was elected third vice-president in 1926 and upon the resignation of Mr. N. W. Lynch as president was advanced to the second vice-presidency in the late summer of 1926. He was made first vice-president at the Greensboro meeting in 1927.

It would be hard to estimate the value of Mr. Gray's services to the Association. His work has been quiet and unobtrusive, hence little advertised, but his regular attendance at the meetings, his thoughtful counsel, and his ready willingness to serve in any capacity, have made his connection with the organization one of great value.

Mr. Gray was married December 26, 1910, to Miss Lottie M. McFadden, of Rock Hill, S. C. The following year his wife died. On February 6, 1926, Mr. Gray was married again, his second wife having been Miss Jennie L. Morrison, of Statesville. Mr. and Mrs. Gray, who reside at 428 West End Ave., have no children.

Mr. Gray's affiliations include membership in the Presbyterian Church and in the Knights of Pythias.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Morehead Villa Selected

By a mail ballot the members of the Executive Committee of the North Carolina Pharmaceutical Association have decided to hold the next annual meeting of the Association at Morehead City on June 19 21, 1928. The headquarters hotel selected for the convention is Morehead Villa.

Certain considerations operated to make The Villa, as it is usually called, seem the best choice as the official hotel for the delegates. In the first place there is an assembly room seating 250 people that is in a quiet part of the hotel and ideally suited for the business sessions. Had the Atlantic Hotel been selected the meetings would have been held in the ball room, and that, as everybody who knows the place will agree, is too noisy and public for any sort of serious sessions.

In the second place, The Villa is operated on the American plan and offers the convention a rate of $5.50 a day for room with bath. (Every room has private bath.) The Atlantic Hotel will not be run on the American plan this season. Only a few rooms in the Atlantic have baths.

The Executive Committee felt that both hotels could be utilized. While the two are about three miles apart, still most of the convention attendants will go in automobiles and the road between is pavement and can safely be traveled in five minutes. It will be a simple matter to live at the Atlantic, or the Woodland, and yet attend the business sessions at The Villa. For the matter of that, the new highway bridge over Newport River makes Beaufort and its hotels but five minutes farther away than are those in Morehead City. In other words delegates who will have cars at the meeting may select either one of five hotels acording to their several tastes.

Mr. Walter Hufham, of Morehead City, is Local Secretary of the meeting. Mr. Hufham is already laying plans for the entertainment of the convention visitors and promises enough fishing and sailing and swimming and dancing to please everybody.

Put these dates down on your calendar right now: ring them around in red, and do not let them go for any other purpose than for the Association meeting at Morehead City, *June 19, 20, and 21.*

You Cannot Buy It

One of the commonest tricks in the field of writing is to copy somebody else's work and call it one's own. The act of forgetting to use quotation marks is called plagiarism, if one wants to be polite, and common stealing, if one wants to be accurate.

Ordinarily this sin cannot be laid at our door, but for once we are not only going to plagiarize but we are going to brag about it beforehand. We shall steal from a publication called *Developments,* issued by the Master Photo Finishers of America.

* * * *

A few members in paying annual dues to their Association think that they are purchasing a positive guarantee and insurance of perfect trade conditions. Unfortunately, however, one cannot buy good trade conditions at so much per condition. And if one could, it would be worth about twenty times what the average member is paying in annual dues.

Good trade conditions are the product of better trade ethics, and better trade ethics is a matter of mind and conscience, coupled with a big smattering of good business judgment on the part of the majority in a given profession or business. Good trade ethics is very much a matter of appreciating that the Golden Rule in business is also a very profitable rule for all. Most all religious teachings are based on the Golden Rule. Can you buy religion for yourself

or a changed mind and heart for your competitors.

Hardly! But you can make friends with your competitors and stay friends. You can support an association which makes it a matter of routine for you and your competitors to be invited to meet and keep in touch with one another. You can help to finance a movement which creates a certain amount of educational matter and delivers it right to your competitor's office in a way which you could not accomplish yourself. You can join with other progressive pharmacists in producing and exchanging sales ideas in a way which will in time show the man who holds back that he is likely to be very much at a disadvantage unless he joins with others in the kind of co-operation which builds and cuts out the kind of competiton which kills.

You can't buy good trade conditions. But you can support an association which shows the way, plans to help you make it operative, and then furnishes the inspiration to keep it in motion. Every real American business needs its trade association and your trade association needs every progressive member of the profession. We can all go much further together than any one man alone. No pharmacist is going to rise far above the profession. All of us will go either up or down the scale of American business pretty much together. You can't buy good trade conditions, but you can build toward that goal.

National First Aid Week

Every retail druggist in the United States should fill his windows with vital and essential medicines or first aid emergency supplies during First Aid Week, March 18-24.

For five years or more the National Association of Retail Druggists has urged pharmacists everywhere to make displays during First Aid Week. Each year an increasing number of pharmacists have participated. More and more our 120,000,000 people are beginning to realize that the retail drug store is a first aid station designated by law to supply essential and important first aid materials. More and more the public is coming to appreciate the importance of the drug store in the community and to understand that the pharmacist occupies a position not alone as that of a merchant, but also as an essential public servant of the highest order.

The National Wholesale Druggists' Association, through its Committee on Education and Research, demonstrated last year that First Aid Week offers a tremendous opportunity for the retail druggist, an opportunity which thus far only a small percentage of retailers have visualized and made use of. The National Wholesale Druggists Association discovered last year that thousands of retail druggists were willing and anxious to make proper First Aid Week displays if some national organization would get up proper window strips and posters, which might be generally used.

The results and the information brought together by the National Wholesale Druggists' Association during First Aid Week last year have now been combined into a splendid, complete lithographed window display which is made available for every retail druggist in the country for the week of March 18-24, 1928.

The National Wholesale Druggists' Association First Aid Week window display will be distributed through wholesale druggists, who will give the material to retailers, who will arrange the exhibit properly in their windows. The exhibit consists of one lithographed poster, suitable for window background, and representing the application of first aid in the home. Six window strips of various sizes, also lithographed, accompany the poster. After the poster and window strips have been placed in the window, the retail druggist can arrange suitable first aid merchandise and essential medicines of his own selection from stock, with proper labels and reading notices.

The complete National Wholesale Druggists' Association display material is supplied in envelopes, together with suggested arrangements for merchandise, copies of news stories which may be used either in newspapers or in radio talks, a suggested form letter for retailers to send to customers, etc.

In addition to the above material, the National Wholesale Drugists' Association has also prepared a striking full page news-

paper ad, which is a reproduction of an illustration by one of the leading artists of the country. This ad carries four short paragraphs emphasizing the importance and value of the services of the pharmacist to the public. The copy also enumerates groups of essential first aids which should be in every home, office, automobile and factory. The National Wholesale Druggists' Association will supply mats of this ad either for full page or quarter-page size, free of charge.

If you have not already received a set of the First Aid Week window display, call your wholesaler at once and ask for the display. Consult with your wholesaler about placing the quarter-page or full page First Aid Week ad in your local paper.

"Fix Me a Little Soda, Please"

Styles in medicines are somewhat comparable to fashions in dress: something unknown or unappreciated in one generation becomes the vogue of the next and also like dress, it falls into decline after a period of favor. A drug will have almost universal employment for a time, then will gradually drop into disuse, remaining unnoticed for years but eventually become resurrected as a popular agent which enjoys great prestige until the swing of the pendulum carries it back into obscurity. Any number of illustrations can be cited in proof of this statement. Such medicines as turpentine, iodine, sulphur, "carbolic acid," cream of tartar, Dover's powder, calomel, castor oil, camphor, rhubarb, senna, quinine, etc., etc., have had their ups and downs in popular favor. For a time enjoying great prestige each of them has at one time or another been discarded while substitutes were having transitory fame. But since the excellence and value of the above-named drugs made them essential in one age it was always certain that they would finally come into their own again. Some sank to a greater degree of disuse than others but all have suffered eclipses in the minds of mankind and practically all have recovered their prestige and popularity.

One such medicinal agent has now reached the zenith of favor and is being put to uses never thought of before. It is a homely sort of remedy but efficacious nonetheless. Reference is made to Bicarbonate of Soda, a cooking necessity and a dyspeptic's good friend. People of every rank are using this long known chemical for a variety of affections and each month sees some new application made of it in domestic therapy. For a year or so longer "Soda" will remain in the good graces of people generally, and then, pendulum-like, it will swing backward and eventually become little used as a medicine.

Fancies change. New modes, new appeals, new things, are demanded to satisfy our lust for the different. Except in the fundamentals, we are not loyal very long either to an item or to an idea. Another generation coming along is willing, as we were willing, to take unto its fancy a custom or a style that a former generation enjoyed, but it refuses to renew its liking for anything that once was its own favorite. Soda is in vogue just now, but already signs are accumulating to indicate that people are about to be tired of it. In a few years no acid stomach that pretends to be in the class of select stomachs would even consider a dose of soda by way of relief. Something new, something different, will have become the mode. Thus a star will suffer an eclipse and pass temporarily from sight and almost from memory. But not for long: only until a new generation can be born to discover that which its predecessor knew and forgot; namely that Soda is "good for almost anything that ails you."

The A. Ph. A. meets at Portland, Maine, August 20-25.

The N. A. R. D. meets at San Francisco, California, September 10-15.

The N. C. P. A. meets at Morehead City, N. C., June 19-21.

DISPENSING SECTION

Mattie E. Smith, *Editor* 213 N. Church St., Charlotte, N. C.

Attention, Please!

I am sure that each reader of the Carolina Journal of Pharmacy has by this time realized that practically all the contributions made to the Dispensing Section of the Journal have come from only one or two persons.

Unless we have some aid from you as individuals to help keep this Section alive, it will be necessary to discontinue it. Perhaps you feel that it really is not worth while, which is true if it is to be handled by only a few. However, if each of you would feel it your duty to help support this Section we could make it of considerable value to all of us.

Up to this time we have not had any response whatever. As has been mentioned heretofore, it is impossible to write each one of you. You should feel at liberty to mail us any type of problems you find confronting you in the drug store without having to be written personally for a contribution. Unless we do hear from you, this is the end of the Dispensing Section.—M. L. S.

Facts and Fallacies About Biologicals

By W. L. Moose

Recently an article appeared in a popular magazine, in which a story is told by "The Man Who Ran the Drug Store at Alvin." His vocabulary is certainly nothing of which to be proud; neither is his understanding of the story he relates. But the point of this story is his improper usage of biological terms.

The term "Serum" (which is only the clear fluid of the blood) is carelessly used for every form of biological, even though the bacterial organism is not always grown on media which contain serum. We would not think of using "Extract of Nux Vomica" when we mean "Tincture of Nux Vomica," yet that is considerably nearer to being correct than "Cold Serum" for instance. Not only is it common to hear this term but no effort is made to correct the improper usage. There is not so much to remember and it is very easy to use the proper terms. Perhaps one reason that such incorrect designations of biologicals are used is that manufacturers have given to them numbers and it is not necessary to learn the correct name. More probably, however, the opposite is the real reason. Since there are on the market certain modified biologicals or bacterial vaccines that do require a little better understanding of biological terms, it perhaps, will not be amiss to take up the differences of a few.

Not all micro-organisms cause disease. Only those causing disease are of interest here. These are called pathogenic. Of these there are several general classifications. Bacterium and Bacillus are rod shaped, Coccus is round, and Spirillum is cork-screw. These are the only ones to be considered here. The cocci are divided into various groups according to the way they arrange themselves during growth. Staphlyocci grow in bunches, streptococci in chains, diplococci in pairs, sarcinae in cubes. Micrococci do not belong to either of these groups. Certain organisms produce a poison in, or on the media which they are grown. These organisms are the ones for which we can obtain an antitoxin. By injecting this poison into a suitable animal, that animal secretes a substance (antibody or antitoxin) which neutralizes the poison of that particular organism such as diptheria, tetanus, etc.

Other organisms do not produce this available form of poison. With these it is

necessary to inject the organism itself into the animal in order to produce the antibody. This produces anti-serum, as antipneumococcic serum, antipoliomyolitis serum. Also there is normal serum secured from an animal which has not been treated with either toxin or organism, though not used as much as formerly because of the improvements in the substitutes for it as an hemostatic. These are the chief types of serum in common usage in the drug store of today, and are the only serums sold.

The next type—vaccines—should have been listed first. Smallpox vaccine was the first biological immunizing agent. This resulted when Jenner associated cowpox and smallpox and used the virus of cowpox as an immunizing agent for smallpox. Another type of virus is Rabies.

Of the biologicals most generally sold in the drug store, the Bacterial Vaccines are perhaps most common. These are often referred to as "Serum," "Typhoid Serum," "Cold Serum," etc. These have had various titles but are now designated as Bacterial Vaccines. They are simple suspensions of the organisms. Various modifications of these are on the market, as Sero-bacterin, in which the organisms have been subjected to treatment with antiserum of the same type. These are also called sensitized vaccines.

Phylaccogens are another modification in which case the organisms are grown in a liquid media and are then disintegrated and the cell filtered out.

Immunogens are like most bacterial vaccines, grown on solid media, washed off, and then centrifuged and in which the antigen (that which produces the antibody) is supposed to have been outside the cell is left in solution, the cell is filtered out.

Certain methods of eliminating the severe reactions which occasionally occur from injections of biological products have been elaborated recently, as in ricineolated scarlet fever antigen. In this the antigen (the organism and toxin) is treated with sodium ricineolate. Sodium ricineolate is being introduced into dentistry as a detoxifying agent under various trade names. Also we have in scarlet fever the plain or naked toxin which is used to produce a permanent immunization. The Dick test is a scarlet fever susceptibility test, in which a small amount of scarlet fever toxin is injected into an individual to determine the probability of contracting scarlet fever.

The Schultz-Carlton test is a diagnostic test for scarlet fever. In this a small amount of antitoxin is injected, and when positive there is a "blanching" at the site of injection. Special test packages are available though the regular package of antitoxin may be used.

In diphtheria immunization the toxin is combined with anti-toxin. An improvement in this biological is the use of antitoxin produced from the sheep or other animals than the horse. The contention is made that it does not cause a sensitization to horse serum. The Schick test is a diphtheria susceptibility test in which the diphtheria toxin is injected intradermally (all of these tests are intradermal). With the Schick test a control is usually used as the protein present in the toxin may give a false, positive reaction. The control is toxin which has been heated.

Queer Orders

Suppose you were to receive a sheet of paper on which was written

Light and Pink

How would you handle the order?

Mr. E. T. Beddingfield, a druggist of Clayton, had this order brought into him. The note failed to state whether powders, liquids, or pills were meant. The whole order was simply "Light and Pink." The clerks for a long time tried to figure out what was meant without success. First, they thought the customer wanted a dye of some kind. Then one of the clerks tried to sell pink powders for pale people, but that too was wrong. Finally when the order was brought in the third time, Mr. C. H. Beddingfield figured out that the party wanted a bottle of Mrs. Lydia Pinkham's Vegetable Compound. This proved to be what the customer wanted!

The Badin Drug Co. recently had a call for "10c worth of that easy plaster and a bottle of situated magnesia."

Adhesive Plaster and Citrate of Magnesia were the items wanted, of course.

(Continued on Page 190)

The Story of Vick's VapoRub

In an interesting story, entitled, "The Proprietary Romance of a Village Druggist," the *National Drug Clerk* for January, 1928 tells how Lunsford Richardson, "while compounding prescriptions in the back room of his Greensboro Drug Store, learned . . . and perfected the formula of Vick's VapoRub." Lack of space prevents our re-printing the entire article but the *National Drug Clerk* has very kindly allowed us to publish extracts from the story.



Graduating from Davidson College with honors and a medal or so, Mr. Richardson taught school for two years. Then, while on a visit to his sister in Selma, N. C., he found a small drug store owned by two physicians. "They agreed to sell the business, Lunsford Richardson paying $450 for the stock and goodwill, without even taking inventory. He paid $10 a month rent and $10 a month board and slept in the back end of the store. . . . The business grew and at the end of ten years (1890) he had $5,000 saved up, a wife and two children. Realizing that the future in Selma was limited . . . he moved to Greensboro where he purchased the retail drug business of Dr. W. C. Porter."

"To Lunsford Richardson the most interesting phase of drug life was the opportunity to study the action of the drugs he compounded. . . . He began experiments in the preparation of simple combinations for various ailments." These formulas were perfected and in all there were about 17 of them.

"On February 1, 1898 he organized a wholesale drug concern under the name of L. Richardson Drug Co., because he felt that here was an avenue through which he could extend the marketing of these remedies."

"In 1905 he sold out the general drug end of the business and devoted himself exclusively to the marketing and sale of

(Continued on Page 190)



H. S. Richardson



L. Richardson, Jr.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Every drug store and pharmacy in the State operating without having been registered with the State Board of Pharmacy is being operated in violation of the law, and the proprietor or manager of any such store is subject to indictment. The penalty for violating the registration law is either a fine or imprisonment, or both, within the discretion of the Court.

The proprietor or manager of every registered drug store and pharmacy who fails to keep the registration permit issued for his store displayed conspicuously in his place of business violates the law and is subject to prosecution. The penalty prescribed for every such violation is a fine of not less than five or more than twenty-five dollars, and each day that the permit is not so exposed constitutes a separate and distinct offense.

Every licensed pharmacist who has not renewed his license for 1928 will be stricken from the roll of registered pharmacists today (March 1), and in order to become registered again he must pay double the amount required for renewal prior to this date.

Narcotic Prescriptions

Article 85 of Regulations 5 provides as follows: A prescription, in order to be effective in legalizing the possession of unstamped narcotic drugs and eliminating the necessity for use of order forms, must be issued for legitimate medical purposes. An order purporting to be a prescription issued to an addict or habitual user of narcotics, not in the course of professional treatment but for the purpose of providing the user with narcotics sufficient to keep him comfortable by maintaining his customary use, is not a prescription within the meaning and intent of the act; and the person filling and receiving drugs under such an order, as well as the person issuing it, may be regarded as guilty of violation of the law.

Exceptions to this rule may be properly recognized (1, in the treatment of incurable disease, such as cancer, advanced tuberculosis, and other diseases well recognized as coming within this class, where the physician directly in charge of a bona fide patient in the course of his professional practice and strictly for legitimate medical purposes, prescribes the drug, and in so prescribing endorses upon the prescription that the drug is dispensed in the treatment of an incurable disease; or if he prefers, he may endorse upon the prescription "Exception (1) article 85." (2): A physician may prescribe for an aged and infirm addict whose collapse would result from the withdrawal of the drug, provided he endorses upon the prescription that the patient is aged and infirm, giving age; or if he prefers he may endorse upon the prescription "Exception (2), article 85.

Article 86 thereof provides as follows: The duty of preparing prescriptions properly is upon the practitioner, and he is liable to the penalties provided by the act in case of failure to insert the information required by the law. A prescription may be prepared by a secretary or agent for the signature of the practitioner, but the practitioner will be held responsible in case the prescription does not conform in all essential respects to the law and regulations. A corresponding liability rests upon the druggist who fills a prescription not prepared in the form prescribed by law.

Pennsylvania Ownership Law

On January 7, the Pennsylvania State Court of Common Pleas No. 4, in Philadelphia upheld the constitutionality of the ownership law requiring all owners, mem-

bers and stockholders of drug store corporations doing business in the State to be registered pharmacists.

The George B. Evans Corporation operating a chain of seven stores petitioned for a declaratory judgment defining the rights of the corporation under the supplement of May 13, 1927. In the petition it was contended that if it could not renew the leases for its drug stores the effect would be to drive it out of business. The Court however held the new law to be "within the police power of the Commonwealth of Pennsylvania; that said Act does not violate any of the prohibitions express or implied of the Constitution of Pennsylvania or the United States of America, and that said Act is valid and of binding effect."

Prior to this decision, of the State Courts, a Special Federal Court of Equity on December 8, 1927, declared the Act constitutional, in dismissing an action of the Louis K. Liggett Company for an injunction to restrain the State authorities from enforcing its provisions. To this an appeal was noted by the Liggett Company, and on December 22 following, Federal Judge Dickinson who wrote the opinion allowed the appeal, which takes the matter to the Supreme Court of the United States for final determination. This Court of last resort has fixed the first Monday in October as the time to hear arguments in the case. The opinion of the Supreme Court on the points involved in this particular case will be awaited with more interest, perhaps, by the pharmacists of the country, than any other case that has heretofore been submitted to the Courts for determination. In the event the decision confirms the Lower Court holding the Act constitutional, the passage of bills embodying the provisions of the Pennsylvania law will be sought, no doubt, in many of the States. On the other hand, if it is declared unconstitutional drug store ownership legislation of the Pennsylvania type is forever doomed.

Goode on Capper-Kelly Fair Trade Bill

In the N. A. R. D. Journal of January 26, there appears a letter from Mr. J. A. Goode, of Asheville, past President of the N. C. P A., and now a member of the Executive Committee of the N. A. R. D., to Congressman Zebulon Weaver, setting forth reasons why the Capper-Kelly Fair Trade Bill should become a law, and at the same time suggesting some of the problems of the near future, unless relief measures are enacted.

Mr. Goode's statement of the case is clear-cut, and the points developed by him in favor of this legislation evidences the fact that he has given no little thought to the proposition. Among other things, he expresses the opinion that "unless something corrective in a legislative way is done, our whole economic fabric will be seriously affected" and the problems foreseen as inevitable without this legislation are presented in the following questions:

"(a) What re-distribution would be made of the real estate and man power now engaged in independent distribution if the so-called 'chain store' replaces those now existing?

(b) Would the prices remain deflated if independent competition were eliminated?

(c) Since the principle of the anti-trust law is to insure competition, are not many of the so-called chain stores now operating in violation of this law?

(d) What future has the young man to face in inheriting and carrying on his father's place in the business world if he is to face some of the types of deceptive and misleading trust-method competition now rampant in our country?

(e) Have you ever personally been able to buy an off-hand article from any of the large chain combines equal in fact to that purchased from your own independent and reputable dealer?"

Congress will act favorably on the Capper-Kelly Fair Trade Bill only when its members are convinced that a majority of their constituents favor the provisions embodied in the proposed measure and demand its passage. Let every North Carolina druggist without delay follow the example of Mr. Goode and write his Congressman and Senator asking them not only to support but to use their every influence in bringing about the enactment of the Fair Trade Bill.

now pending, and which will be disposed of, one way or another, during the present session of Congress.

Minnesota Supreme Court Decision Important

"Of more than local importance is the decision handed down January 6, 1928, by the Minnesota Supreme Court in the case of State of Minnesota *vs.* Levine.

The gist of the decision is that it is not an offense to keep a drug store open without the presence of a registered pharmacist at meal times, et cetera, if no drug be dispensed or prescription filled, and if a registered pharmacist is within call nearby.

The Minnesota law forbids the operation of a drug store unless it be at all times in charge of a registered pharmacist or, during the temporary absence of such registered pharmacist, in charge of a registered assistant pharmacist.' A violation is punishable by a fine of not less than $50.

Defendant, a Minneapolis druggist, was convicted of violating this law, but the conviction was set aside by the Supreme Court on appeal taken by him.

Besides drugs, he sells magazines, tobacco, stationery, toilet articles, candies, soft drinks, and similar goods. And at the trial he offered proof to show that, although he was not present in his store at meal times, he was in charge of the sale of drugs at all times, and could be reached by telephone and would reach the store within a few minutes should drugs be called for in his absence, and that the clerk in charge sold no drugs. The trial judge ruled this testimony out, holding that it was immaterial, *that the law was violated* if the store were kept open any appreciable period of time without a registered *pharmacist or registered assistant in charge.*

Responding to the contention on the part of the druggist, that the law, so construed, was unconstitutional, the Supreme Court said in part:

'We must take notice that in the outskirts of our large cities and in the numerous small villages over the State drug stores are necessities, yet the sale of drugs is so small that no person could make a living therefrom unless sidelines of ordinary merchandise were carried, and even the profit would not provide for a registered assistant pharmacist to be in charge when the owner, a registered pharmacist, would step outside for meals or any other temporary errand for a few minutes.

'We take notice of the well known fact that in villages business men often live over their stores, or in rear rooms, or within a block or two thereof, and it would be an unreasonable construction of the law to hold that a registered pharmacist-owner violated this law, if while at his meals, he left one not a registered assistant pharmacist in charge of the store with instructions not to sell drugs and with facilities for calling the owner-pharmacist were drugs wanted or the filling of prescriptions required, and the one so left in charge disposed of no drugs meanwhile.

'The State proved a sale of a bottle of essence of peppermint in the absence of defendant by a clerk not a pharmacist or registered assistant pharmacist. But there is no evidence establishing that this was a drug. The testimony showed it to be a flavoring extract used in drinks and for baking.

'State vs. Zotalis, 214 N. W. 766, was a conviction for selling aspirin by one not a pharmacist. Aspirin was proven a drug used for medical purposes. The State cites Lewis vs. Brannen, 6 Ga. 419; Sconyers vs. State, 6 Ga. A. 804; Haas vs. People, 27 ill. A. 416; Cullinen vs. Tetrault, 123 Me. 302; State vs. Forcier, 65 N. H. 42; State vs. Normand, 76 N. H. 541. A mere glance at those cases will show their inapplicability to the questions before us.'" *The Druggists Circular, February, 1928.*

NORTH CAROLINA BOARD OF PHARMACY

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates for license to practice pharmacy, both as Pharmacists and Assistant Pharmacists, will be held at Chapel Hill, N. C., Tuesday, June 12, 1928 at 9 o'clock, A. M.

For blanks or information in regard to the examination write

F. W. HANCOCK,
Secretary-Treasurer,
Oxford, North Carolina.

HAPPENINGS OF INTEREST

Alice Noble, *Editor* Chapel Hill, N. C.

News from the West

John K. Civil, *Reporter*

MR. S. M. PURCELL, of Salisbury, is enjoying a month's vacation in Jacksonville, Fla., and other points in the 'Gator State.

The many friends of MR. CHARLES MALONE, of the Empire Drug Co., Salisbury, will be glad to learn that he is back on the job after a severe case of flu.

MR. W. J. HICKMAN, of the Robinson Drug Co., of Rutherfordton, was confined to his home for two weeks the latter part of January with the flu.

Born to MR. and MRS. B. P. SCRUGGS, of Rutherfordton. a daughter, Catherine Camp, on Friday, January 13. Mr. Scruggs is a popular druggist with the Robinson Co.

The Journal joins the many friends of MR. GEORGE MATTHEWS, owner of Grove Park Pharmacy in Asheville, in expressing deep sympathy in the death of his seven year old daughter, Dorothy, which occurred in Asheville on January twenty-second.

Born to MR. and MRS. F. D. QUINN, of Shelby, a daughter, Elizabeth Dover, on December twenty-fourth.

First One Thing and Another

Charles B. Miller, *Reporter*

I see GEORGE GRANTHAM is looking towards Washington and is thinking about the time he will hang his hat on the Congressional hat rack. Well, George, here's wishing that you'll get there, and you generally do when you start anywhere! There's one thing certain about George, if he does warm a seat in Congress he won't be there many days before they will know he is on the job. But George, don't you try any high hat business on the Pill Rollers when you get back; if you do, we'll give you the toughest pill mass to roll out that you ever tackled.

The Journal says that George Blackwelder has "gone and got married," and actually took a wedding trip to Florida and Cuba. Now you know that he surely did "strike oil," for had he stayed in the drug business he would have gone to Norfolk and visited the Navy Yard and then come on back home. Its a pity that more of us can't "strike oil" so we can have porter house steak for the madam and children instead of soup bones.

I want to see the Resolutions Committee at our next convention draw up a resolution that will read something like this:

"Resolved, that the North Carolina Pharmaceutical Association hereby petitions the Commissioner of the Narcotic Division to employ registered pharmacists only to make the inspections of the narcotic files of the retail drug stores in North Carolina; that in our opinion only registered pharmacists are qualified to make such inspections intelligently."

The very idea of our great Government sending men to make inspections of our narcotic files, where especial knowledge of prescription work is required to make such inspections intelligently and justly, who have never worked a day in all their lives in a drug store, and who know no more about reading a prescription than a hoodlum. It is an insult to our profession and a disgrace to the Government.

This week two such men have been here in Goldsboro checking the narcotic files of the drug stores. One was a bookkeeper and the other in some other kind of business. Neither could read a prescription or knew anything about the metric system. Their ignorance of the drug business was so evi-

dent that they were asked if they were "Druggists" and, much to our surprise, neither had ever had any experience in a drug store. This is politics pure and simple, and should not go unheeded by the pharmacy profession of our State. Here is one instance where the tax payers' money is being wasted for it requires double the time for such men to complete their work and, in addition. places an unnecessary burden on the pharmacist for he is compelled to read every prescription for the inspector and help him decipher the quantities of the narcotics. Favoritism and a "pull" with those "higher up" is alone responsible for the appointment of such men for this most important work.

See you later!

General News Items

MR. CHAS. L. CRAWFORD, of North Wilkesboro, who has been connected with the Johnson Drug Store in that town for some time, passed through Durham on January thirtieth en route to Charlotte where he has accepted a position with Walker's Drug Store.

MR. J. B. THREATT, registered in this State from Georgia in 1922 by reciprocity, on February 1st accepted a position with Eckerd's Drug Store in Durham, succeeding MR. JAS. KERR who resigned in order to locate in Norfolk, Va. Mr. Threatt was formerly connected with drug stores in Gastonia, but for the past several months has been practicing his profession outside of this state.

MR. J. L. HOWERTON is connected with the prescription department of the O. Henry Drug Store in Greensboro.

The Brooklyn Drug Co., of Wilmington, has been incorporated to conduct a general drug business, with authorized capital stock $50,000 and $17,000 subscribed stock. The incorporators are A. M. MATTOCKS and ANNIE B. MATTOCKS, of Wilmington, and L. B. EMMETT, of Stella.

MR. ALVIS PATTERSON has resigned his position with the Hardy-Carr Drug Co., of La Grange, and returned to his old home in Chapel Hill where he is connected with Patterson Brothers.

Mr. W. A. Ring has bought all of the stock in the Ring Drug Co., of High Point, and is now the sole owner of the pharmacy. The store will be operated under its present name.

MR. R. S. MILLS has resigned his position with the Mann Drug Co. in High Point to accept a similar one with the Pilot Drug Co. in Pilot Mountain.

MR. H. L. POPE is connected with the Nissen Drug Co. in Winston-Salem. MR. F. A. SLOAN, formerly with this store, is now with the Bobbitt Drug Co., another pharmacy in the Twin City owned by Messrs. A. B. and L. M. BOBBITT.

MR. J. B. HAYMORE, recently with drug stores in Greenville and Tarboro, on January 1st moved to Danville, Va., and will in the future be connected with Clanton's Pharmacy.

MR. J. W. HARRELL, JR., has sold his drug store in Rocky Mount, Harrell's Drug Store, to MR. W. W. WIGGINS, owner of many North Carolina drug stores. Mr. Harrell is now traveling representative for E. R. Squibb and Sons in the eastern section of the state. Mr. Wiggins has changed the name of the Rocky Mount store to Wiggins Drug Store and MR. C. B. BRITT is manager. Mr. Britt is from Chadbourn but has been with the Sir Walter Drug Store, No. 1, in Raleigh since passing the Board last November. Mr. B. W. Walker, formerly with the McCall Drug Co., in Rocky Mount is also with this store.

MR. E. H. WARD (Harvie), of Tarboro, has recently purchased a most attractive new house and is now very pleasantly and comfortably situated in his new home. Mr. Ward is a member of the firm of E. V. Zoeller and Co.

The MacNair-Bryan Drug Co., of Tarboro, has been dissolved as a corporation and is now completely in the hands of Mr. W. D. (Billy) Bryan.

MR. W. R. JOHNSON, formerly with the Person St. Pharmacy, of Raleigh, is manager

of Wiggins Drug Store, which has just been opened in the Capital City on Person St.

MR. F. J. HUNNICUTT, who was with the F. W. Parker Drug Co. in Raleigh for a number of years, has discontinued the practice of pharmacy. He is now writing life insurance.

MR. W. L. JOHNSON on February 1st accepted a position with the Person St. Pharmacy in Raleigh. Mr. P. D. Gattis is the owner of the drug store.

The Broad Street Pharmacy, of Statesville, has been incorporated to operate drug stores. The authorized capital stock is $100,000 with $15,200 subscribed by Stearns Brothers, Inc., C. A. Stearns and M. H. Biser, all of Statesville.

The many friends of MR. P. J. BRAME, formerly of Winston-Salem and now of North Wilkesboro, will regret to learn that he has been critically ill in a North Wilkesboro hospital. The JOURNAL is wishing for him a rapid and complete recovery.

MR. G. M. COX, who has been connected with Eckerd's Drug Store in Charlotte for several months, is now with Eckerd's store in High Point. He has been succeeded in Charlotte by MR. H. R. LEWIS, formerly with Carmichael's Drug Store in Asheville.

MR. L. D. SHUFORD has resigned his position with Eckerd's Drug Store in Asheville and is now traveling representative for E. R. Squibb and Sons.

MR. A. L. GLENN severed his connection with the Elizabeth Drug Co. in Charlotte when it was sold by Mr. E. F. Rimmer last fall, and since that time has been prescriptionist for the Mooresville Drug Co., in Mooresville.

The name of the new pharmacy in Winston-Salem, located at 454 West End Boulevard, is being operated under the name of the Summit Street Pharmacy. It is owned by Messrs. W. A. Gilliam, and C. A. Dobbins.

MR. W. G. COUSINS resigned as prescriptionist for the Griffin Drug Co.. in Kings Mountain on January 23 to accept a similar position with Liggett's in Greensboro.

The name of the new drug store opened in Spray by Dr. Matthews, is the Dunn Drug Co.

MR. L. S. Sullivan resigned his position with the Hart Drug Co., in High Point on January 31. He then went for a ten-day visit to his parents at his old home in West New Brighton, N. Y. Returning to High Point he is now connected with Ingram's Pharmacy.

MR. J. P. BARBOUR recently bought an interest in the Simpson Drug Co. in Burlington and took over the active management of the store on February 15. Mr. Barbour was formerly with the Liberty Drug Store of Liberty.

MR. HIRAM GERALD writes from St. Petersburg, Fla., that he is spending the winter in Florida and enjoying the delightful climate immensely.

MESSRS. L. E. REAVES, JR., of Raeford, and W. C. LEWIS, of Fairmont, have recently joined the University Branch of the A. Ph. A.

MR. H. P. MOORE, formerly with Fowlkes Pharmacy in Rockingham, is now with Townsend's Pharmacy in Red Springs.

We understand that Mr. C. L. Cannon, of Robersonville, has purchased an interest in the Morehead City Drug Co. and has taken over his duties with the firm.

MR. J. L. BAKER is in charge of the prescription department of Winstead's Pharmacy, Inc., of Nashville. This pharmacy succeeds the R. C. Calton Drug Co.

MR. W. D. WELCH, JR., of Hobbsville, senior pharmacy student at the University, has gone to Cleveland, Ohio, to represent the Alpha Gamma chapter of the Phi Delta Chi fraternity at the annual convention.

MR. H. E. WHITMIRE is now connected with the Ralston Purina Co., Inc., of St. Louis, Mo., as research expert. His residence address is 15 N. Newstead.

Little Betsey Ann Bowman, the attractive daughter of ATTORNEY and MRS BOWMAN, has been quite ill with a severe attack of influenza.

The Thomas-Culpepper Drug Co., of Henderson, has been incorporated to own and operate a retail and wholesale drug business with authorized capital stock $25,000 and $300 subscribed by MESSRS. P. H. THOMAS, F. D. CULPEPPER and D. T. McDUFFIE, of Henderson.

The JOURNAL was delighted to receive a letter the other day from MR. H. L. RAYBURN, who graduated from the State University and who practiced his profession in this State for a number of years after receiving his license. Mr. Rayburn is now living at his old home in Hot Springs, Va., but writes he will never lose his interest in North Carolina pharmacy and intends to retain his membership always in the State Association. He states that his health has not been good for the past year but that he is rapidly improving and expects to be entirely well in a very short time.

MR. H. AMIN, who received the degree of P. D. from the State University in 1925, is now living in his former home in Cairo, Egypt, where he is connected with the Department of Public Health as Inspector of Pharmacies in the City of Cairo.

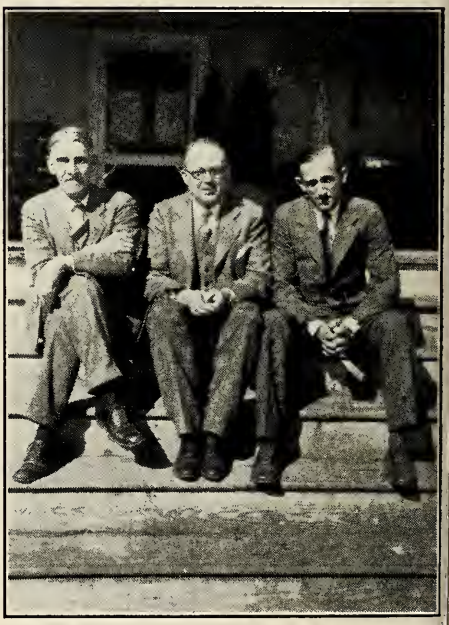
MR. J. A. UNDERHILL, of Wendell, who graduated from the State University in 1926, is now making his home in South Carolina. He passed the Palmetto State Board in November, 1926, and since that time has been connected with S. C. drug stores. For the past seven months he has been with Pipkins Drug Store in McCormick, and is living at the Hotel Connor. Mr. Underhill is a regular subscriber to the CAROLINA JOURNAL OF PHARMACY. He says he "doesn't want to lose touch with North Carolina pharmacy and pharmacists." He writes that he is looking forward with much pleasure to visiting his Alma Mater at Commencement Time when he hopes to renew friendships with many college friends.

The factory agency for Nunnally's candies in the Stratford-Weatherly Drug Co. in Greensboro was opened on February 11. Similar agencies have recently been established in Jacksonville, Fla., and in Asheville in Goode's Drug Store. We understand that still another agency will be located in Charlotte. These agencies are under factory direction and supervision.

MR. B. H. WOLFE has resigned his position with Walker's Drug Store in Charlotte, and in the future will be associated with Parke, Davis and Co. as detail man in North Carolina with headquarters in Charlotte at 516 Oak'and Ave. He is now spending six weeks in Detroit with Parke, Davis and Co., after which he will be with the Baltimore Branch for two weeks. He will then take up his North Carolina work.

The B. H. Thomas Drug Store, of Durham, has been incorporated to buy and sell drugs. The authorized capital stock is $20,000 with $300 subscribed by Sallie W. Thomas, I. L. Zuckerman and L. C. Cole, of Durham. This store was formerly owned by MR. BEN H. THOMAS, who died on November 5. In the re-organized company MR. I. L. ZUCKERMAN will be president and general manager. Mr. Zuckerman has been connected with the store for a number of years as prescriptionist. He attended the State University and was licensed as a pharmacist in 1910.

DEAN EDWARD SPEASE of the School of Pharmacy of Western Reserve University, paid the University of North Carolina School of Pharmacy a visit on Janu-



President Spease, flanked by Professors Howell and Beard.

ary 27-28 in his capacity as President of the American Association of Colleges of Pharmacy and National President of the Ph Delta Chi fraternity. During his stay several social courtesies were extended him.

MR. JOHN A. GOODE, of Asheville, and a party of friends motored through eastern North Carolina the latter part of January, stopping in a number of towns to call on friends. They were en route to the Currituck duck shooting grounds for ten days' hunting. The cold snap made ducks plentiful and the party report a most successful and pleasant outing.

Founders' Day was celebrated at the Medical College of Virginia on January 20, Dr. LOUIS B. WILSON of the Mayo Foundation being the speaker. The Corner Stone of Cabaniss Hall, the new Women's Dormitory, housing 134 students, was laid on the same day.

MR. G. C. KELLY of the Five Points Drug Co., of Durham, has recently joined the N. C. P. A. Mr. Kelly is originally from Lillington but has been living in Durham for the past eighteen months.

MR. C. E. CLINE is now prescriptionist for Moore's Pharmacy at Marshall.

Help Wanted

Soda Fountain Sales Engineer

With proven record as a real producer.

Wanted by leading manufacturer with factories at Cleveland, Ohio, for territory out of their Atlanta, Georgia, Branch Office. Replies confidential. Box 631. Chapel Hill, N. C.

Greensboro Store Sold

The Greene St. Pharmacy, of Greensboro, was sold on January 30 to MR. L. H. SELLERS and associates who paid $14,000 for the stock and fixtures. This store has been in the hands of a receiver under court orders since November 17, with MR. Z. V. CONYERS acting as receiver and directing the operations of the pharmacy. The new owners have announced that the store will be operated under the management of Mr. WILLIAM SELLERS, brother of the purchaser. The pharmacy is located in the Clinic Hospital building at the northwestern corner of the intersection of S. Greene and W. Sycamore streets. We understand that the new owners will make a number of improvements and add several new departments.

A Third O. Henry Store

On February 10, O. Henry Drug Store No. 3 opened its doors for business at the corner of Bishop and Elm streets in the Bishop Block. MR. H. C. JONES, who has been with the O. Henry No. 2 store for some time, is manager of the pharmacy and is assisted by MR. WESLEY COBLE. MR. T. G. Crutchfield will continue as manager of the No. 2 store and will have as assistant manager MR. F. B. PEGRAM. MR. F. G. COBLE of the No. 2 store, has been transferred to No. 1 as assistant manager to MR. J. N. EUBANKS.

Vick Company Has Most Successful Year

Net earnings of the Vick Chemical Co. for the last six months of 1927 amounted to $1,375,325.48, exceeding those for any previous six months in the history of the company. Since its organization in August, 1925, a surplus of $2,390,087.17 has been accumulated, this being invested in a well diversified list of high grade, readily marketable securities, according to the semi-annual statement issued to the stockholders by the president, MR. H. S. RICHARDSON.

Druggist Accidentally Shot

MR. S. O. BREWER, proprietor of the West Durham Drug Co., was painfully, but not seriously shot by his companion while on a hunting trip. Mr. Brewer and a party of friends were hunting in Chatham county the middle of January and during the afternoon scattered shot from the gun of one of his companions struck the druggist in the leg and arm. The shooting was purely accidental, and Mr. Brewer is rapidly recovering.

Kappa Psi Fraternity Secures Home

The Kappa Psi fraternity at the State University has secured for a chapter house the home formerly occupied by the Sigma Deltas at 155 E. Rosemary Lane. This is a large two-story frame building which pro-

vides ample accommodations for the fraternity. The house is steam heated and has six bedrooms, chapter room, reception room, baths, sleeping porch, etc. The following are the active members of Kappa Psi: J. C. Brantley, D. W. Bell, D. B. Browning, J. S. Eaves, J. L. Holshouser, P. L. McDaniel, C. H. Oakley, B. N. Austin, J. L. Pinnix, O. L. Umstead, M. S. Burt, J. B. Connell, B. C. Brown, J. D. Matthews, M. A. Gallop, and U. F. Crissman.

Druggist Goes Hunting

MR. A. S. CATE, proprietor of the Revolution Pharmacy, of Greensboro, is a firm believer in the adage that "All Work and No Play Makes a Poor Druggist." Therefore, every year about this time he goes with a party of friends on a hunt in the eastern part of the State. The accompanying photograph shows Mr. Cates (indicated by a crossmark) and his friends with the game they recently shot. The luck of the party is enough to make every druggist in the State green with envy.

Druggist Catches Thief

Many friends in North Carolina will be interested to hear how MR. H. F. ELROD acted as a detective in a number of drug store robberies in Texas. Mr. Elrod was licensed as a North Carolina druggist in 1924 and until the spring of 1925 was a proprietor of the Torrence Drug Co. in Gastonia. He then moved to Memphis, Texas, where he is now owner of Elrod's Pharmacy. He still retains his Tar Heel license and is a member of the State Association.

Not long ago a thief made the rounds of most of the drug stores in Memphis and in each of them stole a quantity of fountain pens. One of the stores was Elrod's where he aroused the suspicions of the proprietor. Mr. Elrod decided to follow him and shortly afterward the thief entered another drug store. The man gave this druggist a prescription to be filled and, during a moment when all the clerks were busy, raided the fountain pen case. Mr. Elrod's detective work led to the arrest



Mr. A. S. Cate, of the Revolution Pharmacy, Greensboro, and a Party of Friends Returning From a Hunt in Eastern Carolina

of the culprit who is said to have had several aliases.

Drug Store Changes Hands

The Star Drug Co. at Star has been sold by MR. PAUL B. HENLEY to MR. ARTHUR CLEGG WALLACE. This drug store was burned in the early winter, but was later re-opened in a new location. A new building will be erected on the same site where the fire occurred. Mr. Wallace is originally from Star and is a graduate of the State University. He secured his license in June, 1924 and since that time has practiced his profession with the Southside Pharmacy, of Spring Hope, and the Stephenson Drug Co., of Shelby. He resigned the latter position to take charge of his new store which will be operated under the name of the Wallace Drug Store. Mr. Wallace has been succeeded at Shelby by MR. T. E. RIVERS, registered druggist of South Carolina. We are wishing for Mr. Wallace every success in his new business venture.

Druggist a Lawyer

In the list of successful applicants for license in the recent State Bar examinations we note the name of MR. OSCAR J. MOONEYHAM, of Henrietta. The JOURNAL is taking this opportunity of congratulating him on his successful achievement. Mr. Mooneyham is the manager and prescriptionist for the Henrietta Drug Store at Henrietta, having secured his North Carolina pharmacy license by reciprocity with Alabama in 1927. Immediately thereafter he joined the N. C. P. A. Mr. Mooneyham is originally from Clio, Ala., and was a member of the Alabama General Assembly for three or four years. He is a brother of MR. A. O. MOONEYHAM, proprietor of Mooneyham's Pharmacy, of Asheville. We are delighted to report that Druggist-Lawyer Mooneyham will not give up the practice of pharmacy but will continue with the Henrietta store.

Announcement

Announcement has just been made from the office of the Secretary of the American Pharmaceutical Association that the seventy-sixth annual meeting of the organization will be held in Portland, Maine, the week of August 20-25 with the Eastland Hotel as headquarters. The hotels at Poland Springs, the place originally chosen, were unable to accommodate the Association earlier than September 10 and as this date was too late for many of the members, the Council decided on Portland. MR. EDGAR F. CARSWELL, of Gorham, Maine, has been elected Local Secretary and has already taken charge of the plans.

Births

The JOURNAL takes peculiar pleasure in extending the congratulations of hundreds of druggist friends over the State to MR. and MRS. R. H. ALEXANDER, of Marion, on the arrival of Ralph H. Alexander, Jr. The baby was a real Christmas present having been born on December 21. He is already sitting up and taking notice of the Armand line which his father proudly represents.

We were delighted to receive the announcement a few days ago of the arrival on January 28, at the Biltmore Hospital in Biltmore of Wilbur S. Ward. The young man is the son of MR. and MRS. W. A. WARD, of Biltmore and Swannanoa. His father is the proprietor of Ward's Pharmacy, of Swannanoa, and a graduate of the State University of the Pharmacy Class of 1924. While in college Mr. Ward, Sr. roomed with MR. WILBUR L. WEST, of Roseboro, and the son is named for his father's roommate. College friends of Messrs. Ward and West will remember that the friendship of these two pharmacy students was outstanding. They roomed in the New West building and were always seen together. Later Mr. Ward acted as best man at his friend's wedding. In the November, 1927 JOURNAL announcement was made of the birth of young Waits Artemus West, the son of Mr. and Mrs. Wilbur West, of Roseboro, and named for Mr. West's college roommate. A letter from Mr. Ward recently says, "It is our greatest aim to send our sons to the University together some day. "We are betting on these young boys and prophesy they will tie for first place in the State Board of Pharmacy examinations in June, 1949!

Deaths

JAMES E. LILLY, brother of COLONEL ELI LILLY, founder of the Lilly Laboratories, and a vice-president of Eli Lilly and Company, died at Indianapolis on January 31, following an illness of a year or more. He had been associated with the Lilly organization since 1878. To his company and family the JOURNAL extends sincerest sympathy.

DISPENSING SECTION

(Continued from Page 178)

Mr. Beddingfield sends us another queer order. This one reads as follows:

"Mr. Beddingfield please send me er Bottle of Caraia Storia and Bottle of Cost Srup men morning cure from lile Dodd."

It developed that the customer in this case was Lily Dodd who wanted Castoria, Cough Syrup and Vick's VapoRub.

Here is a mean one submitted by Loftin's Drug Store in Albemarle:

"Soap in Kill Cat is lice hair and wash so cat and dog."

Mr. Loftin tells us that the above order was presented by a deaf and dumb negro. We wish our readers could see the handwriting of the order itself. We take off our hat to Mr. Loftin on his ability to read into the silly sounding sentence an order for a bar of Sargent's Skip Flea Soap.

We know other druggists have had queer and interesting orders and we hope they will send them to us for publication in the JOURNAL.

THE STORY OF VAPORUB

(Continued from Page 179)

the Vick preparations." ("Vick was an old family name which Lunsford Richardson adopted because he felt that it would be easier to remember than Richardson.") "His capital at that time was around $8,000 and at the end of the next two years he was practically broke. All his capital had been expended for running expenses and advertising and the repeat business for his preparations was materializing very slowly."

". . . it was noticed that the product formerly known as Vick's Croup Salve, and now sold under the name of Vick's VapoRub was developing a marked demand over all of the other preparations. A decision was accordingly made to drop, as fast as possible, the manufacture of the other remedies and to concentrate . . . on Vick's VapoRub."

"In these pioneer introductory days, signs, samples and salesmen's detailed explanation to the dealer of the theory and action of Vick's, etc., constituted the chief media. In addition, almanacs, calendars, paper bags, memo books, etc., were added from time to time. A bit later, small ads were run in the religious newspapers of the South. . . . By 1910 . . . a combination plan of newspaper advertising and personal salesmanship proved successful and was used with avriations until a complete distribution and fair sale was obtained in the drug stores throughout the country." In the past 10 years the company has spent more than 6 million dollars for advertising.

In 1907 H. S. Richardson, the eldest son, had been taken into the firm and in 1916 Lunsford Richardson, Jr., was put in charge of the office and inside sales department.

"In 1923 additional manufacturing facilities were established with the erection of another laboratory at Philadelphia. . . . In addition, smaller laboratories are located in Montreal, Canada and Mexico City, Mexico." An Export Department has been established in New York City with a force of 25 people and doing business to date in 70 or more countries.

"In July, 1925, the Richardson family sold one-fourth interest in their Company to the public."

Thus "by merit alone, without the aid of outside financial help, the business has been nursed and developed by the energy and determination of . . . far-seeing men into one of the country's most successful business enterprises in a comparative few years."

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

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AT

CHAPEL HILL, N. C.

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The 1928 meeting of the North Carolina Pharmaceutical Association will be held at Morehead City, June 19, 20 and 21.

The summer examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, June 12.



WILLIAM ALEXANDER RING, of High Point

Celebrating This Year the Thirtieth Anniversary of His Ownership of the Ring Drug Company

Dedicated to W. A. Ring of High Point, N. C.

Commemorating the Thirtieth Anniversary of his Ownership and Management of a Drug Store that has become an Institution in the City of High Point

William Alexander Ring was born near Winston-Salem, North Carolina, on August 7, 1869, the son of Thomas and Amanda Elizabeth (Daniels) Ring. He attended a public school in Forsyth County preliminary to his entering the employ of his uncle, Dr. J. W. Ring, who ran a drug store in Elkin, N. C. Finding the work of a pharmacist suited to his taste and to his talents he began earnestly to study the theory of his chosen profession the while he was learning at first hand its practical features. In those days there was not a school of pharmacy in North Carolina, so for two years Mr. Ring was enrolled as a student in the Era Correspondence Course of Study. His natural aptitude coupled with his intensive application qualified him in 1895 for practice as a registered pharmacist, and after examination he was duly licensed by the state board.

In the early years Mr. Ring worked successively for Reese and Roberson, John M. Scott and Co., Burwell and Dunn (retail store), all of Charlotte, and for the Carolina Drug Co., of Raleigh. In June, 1898, he bought from Mr. J. R. Flagg the drug business that for thirty years since he has continuously and successfully operated. The firm was incorporated in 1906 as the Ring Drug Co., but in January of this year Mr. Ring bought all of the outstanding stock and so is sole owner of the business bearing his name.

One year before Mr. Ring bought his present store, that is thirty-one years ago, he joined the North Carolina Pharmaceutical Association. Continuously since that time he has manifested his loyalty to the organization by supporting its policies, contributing to its upkeep, and frequently attending its annual meetings. Whatever the Association has done to promote the cause of pharmacy in this State—and the list of its accomplishments is long—is due in the main to the sincere and valuable and unadvertised support given to it by just such men as W. A. Ring.

Other organizations to which Mr. Ring belongs include the American Pharmaceutical Association, the National Association of Retail Druggists, the local Chamber of Commerce, and the Order of Masons and the Elks.

Mr. Ring has two children, Mary E. and Walter A. His wife, before her marriage, was Miss Elsie B. Pegg. The family residence is at 114 North Main St.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Make Your Plans Now

We hope every Tar Heel druggist will put down June 19, 20 and 21 as Red Letter Days on the calendar for North Carolina Pharmacy and will begin making plans at once to attend the Forty-Ninth Annual Convention of the Association which will be held at Morehead City at that time. We trust that all delegates will make arrangements to be present for the entire meeting, but if a druggist finds it impossible to stay for the whole convention we hope he will attend for at least a part of the time. Morehead Villa, an attractive new hotel situated on Morehead Bluffs, will be convention headquarters which guarantees comfortable and adequate accommodations for both visitors and delegates.

There is every reason to expect that the convention will be the biggest and best in the history of the Association. President Copeland asks that Carolina druggists "turn out" in full force to take part in the deliberations of the business sessions and to enjoy the elaborate entertainment program which will be provided. Local Secretary Walter Hufham is already busy working out the many details incident to the meeting. President Tom Butler, of the Traveling Men's Auxiliary, spent some time in Chapel Hill recently conferring with Secretary Beard in regard to the part the Traveler's Section will have in the meeting. He intimated that the Auxiliary would have several surprises in the way of entertainment and that every member of the organization would be on hand when the first session is called to order.

We are also delighted to announce that Mr. Samuel C. Henry, of Chicago, Secretary of the National Association of Retail Druggists, has accepted an invitation to be present and address the convention. For many years Mr. Henry has taken an active part in promoting the interests of retail pharmacists and he is one of the outstanding men of America in the field of commercial pharmacy. It is safe to assert that his address will be interesting, helpful and instructive.

Don't forget the dates—*June 19, 20 and 21*—and make your plans to attend *now*.—A. N.

By Way of Explanation

Owing to the illness of the Managing Editor, the JOURNAL this month is issued by the Associate Editor. Mr. Beard has the misfortune to suffer a very painful injury to his right eye recently. While on horse-back riding his eye was struck by a tree limb which hung low over the road. Since that time he has been confined to Dr. McPherson's Hospital in Durham. We are delighted to report, however, that his injuries, while painful, are not serious and attending physicians assure us that Mr. Beard will be able to leave the hospital within a few days with his eyesight entirely restored.

The Associate Editor feels sure that JOURNAL readers will appreciate the difficulties encountered in issuing the April number on time and also that they will be very tolerant in their expressions of criticism.—A. N.

Dues and Dividends

(Reprinted from the *Southeastern Drug Journal*)

How many whole-hearted druggists, soliciting association memberships, are met with this query: "Why should I pay five, ten or twenty dollars to join this Association—it's money thrown away!"

Figure your dues as an investment and let us see whether or not they pay dividends and what we can reasonably expect the

dividends to be. The real working member of a state pharmaceutical association can figure his association-year as costing him five dollars in dues, thirty-five dollars convention expense, perhaps another like amount in time devoted to committee work, local association meetings attended, and time otherwise devoted to the interest of his association.

That's seventy-five dollars! It is, therefore, easy to be seen that the annual dues to your association are a small part of the annual expense of association membership, and that this membership is really a sizable annual investment; one that should, if it is to be continued, reap a rich harvest in dividends, for the entire expense, if not repaid in a single year, represents an irreparable loss.

The answer to this problem is simple. "What if there were NO association?" Think of the legislation that could be put over on the druggists if they were not allied in a common cause; think of what any single one of these "nuisance bills" can mean in cutting down drug store revenues; think of what associations are doing to protect pharmacy, and to enforce protective pharmacy legislation; think of how many workable plans result from convention gatherings—plans that mean annual additional hundreds of dollars in revenue if they are carried out!

The most successful pharmacist in one of the Southeast's largest cities declared the other day that one idea he got at a recent convention had saved him more than five hundred dollars in the following year, and would go on saving him that amount as long as his business was maintained. He regards his association membership as his most valuable possession, and is an ardent worker in the ranks.

There is not a single druggist making a living from his store that is not putting forth his best efforts to make a better living, to make that business grow. Association membership, attendance at local and state meetings, reading of association bulletins and journals—that is the surest way to gain pharmaceutical and merchandising education, and the surest way of putting your business on the up-grade.

Dues pay Dividends—sure, safe and positive!

Three Positives For Your Negatives

We have just read an article in the March number of *Drug Topics* by MR. TURNER F. CURRENS, Vice-President of the Norwich Pharmacal Co., on the subject, "Three Positives for Your Negatives." We thought the article would be of interest to our readers and so we are publishing it in its entirety. As a drug store customer for a number of years, we would also like to raise a protest against the salesman who so often bars our way as we enter a store and remarks, "Is there something for you." We have never had this sentence hurled at us without being seized with an almost incontrollable impulse to reply, "That's why we came in!"—A. N.

I have read reams and reams about why the retail drug business is going to the dogs.

I have heard crabby druggists cry long and loud about how the chain store is slowly strangling the independent.

I have heard theorists and uplifters prove the way out from the price cutting evil.

But never do we see any evidence of hard times in the drug stores where the proprietor has gumption enough to be a salesman and ability and energy to supervise the sales work of his employees.

Retail drug salesmen, be they proprietors or employees, are scarce as the proverbial hen's teeth.

No matter whether he is the prescriptionist, the drug counter man, or the soda fountain man, if he will just banish the three negatives:

1. Is that all?
2. Nothing else?
3. You don't want any?

the business in that store will pick up.

Why, I know a restaurant flunkey in a little dump over on Sixth Avenue that's a better salesman than the 86 soda fountain men in the same neighborhood.

Does he give you what you order and stop? Not by a jugful. He suggests milk, a sandwich, or coffee with a piece of pie, and just before cutting his check comes a suggestion about a dish of ice cream to top off. All cheerfully done.

The drug store owner who adopts these three positives:

1. Let me show you—

(Continued on Page 210)

DISPENSING SECTION

MATTIE E. SMITH, *Editor* 401 N. TRYON ST., CHARLOTTE, N. C.

A Few Helpful Hints on Filling Capsule Prescriptions

Many experienced men invariably follow a few simple rules in filling capsules. If, say twenty capsules are called for, they count out the required number of empty capsules first, place them in the cover of the prescription box, and put the stock capsule drawer or container back in the cabinet or on the shelf.

This procedure keeps the empty capsule stock clean. If, on the other hand, empty capsules are taken out of the drawer and filled one at a time, powder gets into the stock capsule drawer and the capsules become dirty and dusty before they are ever taken out.

Keeping the tips of the fingers dusted with lycopodium prevents the pharmacist from smearing the outside of the capsule, if the powder is more or less sticky.

A roll or two between folds of a chamois skin kept handy for the purpose adds a finishing touch that makes the capsules shine. Oftentimes a few drops of grain alcohol is needed on the chamois or towel.

Another point is the practice of writing on the prescription the size of the capsule used. When the prescription comes back to be refilled, another man may have the work to do, and he may be puzzled as to whether his associate has packed the powder tight in a No. 2 or filled it fairly loose in a No. 1.

Experienced prescription men know, too, that it is folly to use any capsules but the best that can be bought. If time and temper are to be saved, the capsules must be uniform. They must fit perfectly and stay locked. They must have just the right strength and "give" to stand the rapid work in a busy prescription room.—*Parke, Davis and Co.'s Bulletin.*

How One Druggist Manages

We are passing on to our readers an article appearing in the *Squibb Message* for January.

"There are many pharmacists in these United States who thoroughly enjoy the work of conducting their drug stores. Their establishments are known for their efficiently managed prescription departments, which not only pay handsome profits but enhance the value of pharmaceutical service to the communities which they serve.

"John A. Goode, of Asheville, N. C., belongs to the above-mentioned class. . . . As an indication of the exacting care and cleaniness exercised in the prescription department, the following report sheet is published:

DAILY REPORT AND INSPECTION OF PRESCRIPTION DEPARTMENT—GOODE'S DRUG STORE

Number of new preparations filled.....
Number of old prescriptions filled.....
Errors made.....
Sales lost.....
Repairs to be made.....
Any prescription from day before.....
Preparations manufactured.....
Calls for new preparations.....
Scales cleaned by.....
Invoices checked by.....
Sink and drainboard cleaned by.....
Manufacturing counter cleaned by.....
Typewriter cleaned by.....
Time machine charged and cleaned by.....
Small pkg. goods bottled, etc.....
Special items ordered or to be ordered.....
Floor inspected by.....
Do windows need washing?.....
Number of RX blanks mailed.....
Any prescriptions signed?.....
Remarks and suggestions.....

.....
Mgr. Dept.

"The manager of the prescription department fills out one of these report sheets each day for Mr. Goode's information."

Educating the Public

Overman and Stevenson, Registered Pharmacists, of Elizabeth City, enclose in each package leaving their store a most attractive leaflet, entitled "About Prescriptions." It is printed on a very pleasing shade of soft green paper and is only 2¾" x 4¼" in size. On the second and third pages of the leaflet are the following paragraphs which we are quoting as we think other druggists may be interested in issuing a similar leaflet:

"As a factor in the conservation of public health this Drug Store does not recommend self diagnosis—Only the physician, an expert in diagnosis, is qualified for this purpose.

"Neither does this store recommend the practice of "swapping" physicians' prescriptions without consulting the physician.

"Medicine prescribed for one patient might not be indicated for another even though apparently suffering from the same disease. What is known as the "idiosyncrasy" of the patient,—his reaction to particular medicines; temperament and tolerance, can be accurately determined only by a skilled physician. In many instances the use of a prescription written for some one else might be positively dangerous.

"Go to your physician for advice when you are ill.

"Our business is the correct filling of the physicians' prescriptions to aid him in getting best results. You are invited to visit our model Prescription Department. Let us fill your prescriptions."

OVERMAN & STEVENSON.

North Carolina Druggists Urge Passage of Capper-Kelly Bill

Twenty North Carolina druggists, representing every Congressional District in the State, journeyed to Washington City on March 20 for a hearing before the North Carolina delegation in Congress in the interest of the Capper-Kelly Fair Trade Bill. These druggists made the trip at their own expense. Mr. Pou, dean of the Tar Heel delegation in the House, had invited his State colleagues to meet the delegation in his office and Representatives Lyon, Hammer, Pou, Abernethy, Weaver and Stedman were present for the discussion. Attorney F. O. Bowman, who had arranged for the hearing, introduced the delegation and briefly stated the purpose of the druggists' visit. He then presented Mr. E. C. Brokmeyer, General Counsel for the N. A. R. D., who explained the provisions of the proposed bill. Messrs. J. P. Stowe and J. A. Goode, expressed their views upon present conditions in the drug business and, from a practical standpoint, emphasized the growing need for the bill to be passed. Later in the day the delegation conferred with Senator Simmons in behalf of the bill. The Senator stated that he was sympathetic with the measure and promised to consider it carefully. The druggists also had a thirty-minute conference with Representative Clyde Kelly, of Pennsylvania, who introduced the Bill in the House. He expressed great interest in the efforts of the North Carolina delegation and stated that he felt confident that the visit would accomplish much toward securing the passage of the bill.

The following druggists, in addition to Attorney Bowman, of Chapel Hill, made up the delegation: Messrs. J. A. Goode, of Asheville; J. P. Stowe and R. K. Blair, of Charlotte; R. R. Copeland, of Ahoskie; C. E. Matthews, of Roanoke Rapids; A. N. Martin, of Rosemary; C. B. Miller, of Goldsboro; J. C. Hood, of Kinston; B. F. Page and J. C. Brantley, of Raleigh; A. A. James, of Winston-Salem; C. C. Fordham, Sr. and Parke C. Stratford, of Greensboro; C. M. Andrews, of Burlington; J. A. Ferrell, of Durham; F. F. Lyon, of Oxford; C. L. Eubanks and J. L. Sutton, of Chapel Hill; W. W. Horne, of Fayetteville; and Frank Smith, of Asheville.

LEGAL SECTION

FREDERICK O. BOWMAN, LLB. *Editor.* Chapel Hill, N. C.

Board Revokes License

At a special meeting of the Board of Pharmacy held at Raleigh in the Sir Walter Hotel on February 24, 1928, the following preamble and resolutions, revoking the license of Earl J. Caton of Charlotte, N. C. were adopted:

Whereas: It appears to the North Carolina Board of Pharmacy, from the written report of F. W. Hancock, Secretary and Treasurer of said Board, that Earl J. Caton, a licensed pharmacist of Charlotte, North Carolina, was indicted in the District Court of the United States for the Western District of North Carolina, at Charlotte, April Term, 1927, of said Court, upon two counts, set forth in the following Grand Jury Presentment:

IN THE DISTRICT COURT OF THE
UNITED STATES
FOR THE WESTERN DISTRICT OF
NORTH CAROLINA

At Charlotte, April Term, 1927.

The Grand Jurors of the United States of America, within and for the Western District of North Carolina, being empaneled, sworn and charged at the term and in the district and division aforesaid, upon their oaths present that Earl Caton, late of Mecklenburg County, in said district, at and in said district and within the jurisdiction of this Court, on or about the 7th day of February, A. D. 1927, at Charlotte, in said district, did unlawfully, wilfully, knowingly and feloniously purchase and have in his possession and under his control, in violation of Sections 1 and 8 of an Act of Congress approved December 17, 1914, known as the Harrison Narcotic Act as amended by Sections 1006 and 1007 of the Revenue Act of 1918, a certain fluid, compound, manufacture, remedy and derivative of opium, commonly called paregoric, to-wit 40 gallons of paregoric, contrary to the form of the statute in such case made and provided and against the peace and dignity of the United States of America.

Second Count: And the Grand Jurors aforesaid, upon their oaths aforesaid, do further present that the said EARL CATON, late of said district, at and in said district and within the jurisdiction of this Court, on or about the 7th day of February, A. D. 1927, in said district, as dealer in certain derivatives of opium, to-wit, paregoric, did unlawfully, wilfully and feloniously sell to a certain person, to-wit, C. J. Moriarty, a certain derivative of opium, to-wit, 40 gallons of paregoric, without first having registered as a dealer in such derivative, his name or style and place of business, with the collector of Internal Revenue for the State of North Carolina, and without having first paid to said collector the special tax, as such dealer in said derivative of opium as required by law, contrary to the form of the statute in such case made and provided and against the peace and dignity of the United States of America.

THOS. J. HARKINS,
U. S. Attorney.

And, *Whereas*, It further appears from said report, that the said Earl J. Caton was tried and convicted on the Counts contained in the foregoing bill of indictment at the October Term, 1927, of said court, and that his Honor, the Honorable E. Y. Webb, Judge presiding at said October Term of Federal Court, at Charlotte, rendered judgment that said Earl J. Caton, "Be imprisoned in the Federal Penitentiary at Atlanta, Georgia, for One Year and One Day."

Now, Therefore, be it resolved by the North Carolina Board of Pharmacy:

1. That the license heretofore issued by the North Carolina Board of Pharmacy to the said Earl J. Caton be, and the same is hereby revoked, pursuant to the provisions of Section 3, Chapter 77, of the Public Laws of 1907, as amended;

2. That a copy of this preamble and these resolutions, under the seal of the North Carolina Board of Pharmacy, be forwarded to the said Earl J. Caton.

Sales Tax Advocated By University Teacher

A consumption excise tax upon tobacco, soft drinks, chewing gum and other articles of that nature was urged for the State in an address by S. M. Derrick before the North Carolina Club at a recent meeting. Mr. Derrick comes from the University of South Carolina and is a Teaching Fellow in the Department of Rural Social Economics at the University of North Carolina. The press report of the address under date of February 14 from Chapel Hill follows:

North Carolina would collect three and one-half millions of dollars more in revenue each year if it had a consumption excise tax on tobacco, soft drinks, chewing gum and other luxuries of the same nature, according to Prof. S. M. Derrick, who spoke here last night at the fortnightly meeting of the North Carolina Club on "The Use and Possibilities of the Sales Tax." He is professor of rural social economics in the University.

"There are many good arguments both for and against this sales tax on special commodities," Prof. Derrick said. "But after viewing both sides with considerable care I can't see that it isn't just as fair and legitimate a source of revenue as the property tax, the income tax, or any of our present taxes."

Reviewing the arguments in favor of a consumption excise tax, the speaker pointed out that it not only served its original purpose of raising a revenue, but that it also reached a class of people who otherwise pay no tax. He was referring to the transient populace that owns no property and pays no tax, but does use tobacco and other minor luxuries.

"The tax is a fair one because no one is compelled to pay it," he continued. "You only pay if you want the luxuries. It is, in fact, paid unconsciously by the consumer. From the administrative viewpoint, it is easily and inexpensively collected."

In consideration of the arguments against such a tax Professor Derrick said that the commodities that could be taxed might not be considered as luxuries, but might be better classified as "enjoyments" and therefore should not be taxed. "The tax is not in accordance with the principal of ability to pay," he added. "It has also been argued that such a tax leads to a decreased consumption, and 'bootleg' traffic in the articles effected. The enforcement of such a tax might also be considered as harrassing to dealers."

"The consumption excise tax should be included in the means which are now employed in North Carolina to gain revenue," Prof. Derrick concluded.

Judge Wants Sale of Bay Rum Banned

A news item from Winston-Salem on March 3, quotes Judge T. W. Watson as follows: "If the chain stores in Winston-Salem would stop selling bay rum to persons addicted to drink they would break up at least half of the drinking, but they don't even try to co-operate," declared Judge T. W. Watson today. "I am of the opinion," he continued, "That there should be a law passed at the next Legislature prohibiting the sale of bay rum. We can't make a local law to keep them from it. We could, of course, indict the persons who sell it, but it is hard to prove it."

The writer respectfully submits that Judge Watson is in error in expressing the opinion that the Legislature should enact a law banning the sale of this product. Both the National and the State Prohibition Laws now prohibit the sale of bay rum, and all other alcoholic preparations for beverage use. It would appear from the statement of the Judge that what is needed to check the sales

of this preparation for beverage purposes by chain stores is a rigid enforcement of the laws now on the statute books, rather than the enactment of a new law.

Chain Stores Win Tax Suit

On March 12, Judge E. H. Cramner presiding over the Wake County Superior Court ruled that business concerns which have a chain of six or more stores in the State are not required to pay the fifty dollar license tax provided in the revenue act of 1927 and enacted by the last Legislature. A total of 470 chain stores, protesting against the tax, were named in the suit. This number included the Atlantic and Pacific Company, which has 130 stores, Penders, Woolworth's, Piggly Wiggly, and more than fifty other chain systems.

The Judge's decision, declaring that the tax violated both the State and Federal constitution, was appealed by the State. The Supreme Court of North Carolina, therefore, is to determine the constitutionality of the tax. This final determination by the Court of last resort is awaited with more than passing interest.

The Trouble With Business

In the issue of the N. A. R. D. Journal of March 8, there was published excerpts from an article appearing in the February, 1928, issue of Nation's Business contributed by Mr. Julius Kahn, President of the Truscon Steel Company, of Youngstown, Ohio, answering the oft-repeated question "What is the matter with business?" This should be read by every retail druggist in the country. It should be read by the patrons of all drug stores. Mr. James F. Finneran, of Boston, the well-known member of the Executive Committee of the N. A. R. D., discovered the article and suggested to counsel for the N. A. R. D. that it be laid before Congressman Clyde Kelly, of Pennsylvania, one of the authors of the revised Capper-Kelly Fair Trade bill. This was done immediately. There are too many good points in the article to be covered in the limited space in this bulletin. Briefly, Mr. Kahn attributes the trouble of business today to the existing anti-trust laws. He insists that they are out of date and do not meet existing conditions. Sellers cannot combine, but buyers can and do. Mr. Kahn believes in the right of a manufacturer to make and maintain a fair price for his product, under Government regulation. He points to the fact that while the Government objects to manufacturers fixing and maintaining prices, the Government itself insists that railroads, dominated by the Interstate Commerce Commission, get together and fix rates. One railroad is not permitted to kill another by cutting rates. Public utilities controlled by State and Federal Governments are allowed to fix prices permitting a reasonable margin of profit for labor, overhead, insurance and capital invested. Government-owned steamship lines fix the rates that privately-owned lines make to the public. During the World War the Government fixed prices on the major required products. With the privilege of reasonable price-fixing properly controlled, Mr. Kahn maintains that the stimulus to return value received is not taken away. What competition remains to give ample stimulus to railroads and public utilities? The competition of good service, Mr. Kahn answers. There is plenty of room for competition without the over-grinding cutting of prices below the legitimate margin, Mr. Kahn insists. Unrestrained price competition is ruinous, he declares. The editor of Nation's Business disagrees with Mr. Kahn. He states that Mr. Kahn is a manufacturer who doesn't subscribe to the principles of free competition and a minimum of government supervision. (Brokmeyer Bulletin).

Richard Gwathmey

As we go to press we learn of the death of Mr. Richard Gwathmey, which occurred in Richmond, Va., on Feb. 1st. Mr. Gwathmey was 58 years of age and for more than a quarter of a century had been a member of the firm of Richard Gwathmey and Co. He had always been greatly interested in the State Association and in the Journal. In his death we have lost one of our staunchest friends.

OWENS

Use the new style citrates



Citrate bottles with screw cap and crown finishes are what druggists today are using. They offer several advantages over the old style. The cost is less and thus your margin of profit is greater. The appearance is much more pleasing to the customer—neat, simple, attractive. If brought back for refilling they are easier to clean and a new cap can be used—a service the customer appreciates. To both druggist and customer the screw cap and crown finish citrates offer more advantages—use them exclusively. The Owens Bottle Company—Toledo.

BOTTLES

HERE'S THE NEW

Pro-phy-lac-tic Cabinet Deal

Which Offers You

42%

PROFIT

And the New

Complete Line of

Pro-phy-lac-tic

TOOTH BRUSHES



THREE STYLES—ONE QUALITY

MAKE-UP OF ASSORTMENT G

4 Doz. Tufted	**Pro-phy-lac-tic**	@ 50c	$24.00
1½ Doz. Oval	"	@ 50c	9.00
½ Doz. Masso	"	@ 50c	3.00
6 FREE BRUSHES		@ 50c	3.00
SELL			$39.00
COST			22.50
Your Profit 42%, or			**$16.50**

AND THE NEW CABINET FREE

Only one Assortment G (with Cabinet) to a store. To get the same deal **WITH FREE GOODS**—but without cabinet—order Assortment GX—as many as you want.

Order at once from

THE BODEKER DRUG CO.

RICHMOND, VA.



POWDER PUFF DEAL No. 48E

Four Dozen Assorted
8 Pastel Shades 3 Shapes
Round Square Heart

Novelty shades and shapes in powder puffs that will command the buying impulse of your women clientele and with each assortment

FREE!

This beautiful electrically illuminated counter display.

Each puff is sealed in a dust proof cellophane envelope, packed in shipping container with new counter display shown above.

Assortment 48 E

48 Powder Puffs, retail 25c ea.	**$12.00**
Cost to Retailer	**6.76**
Profit	**$ 5.24**

Profit per dozen $1.31

And All Merchandising Expense Paid

Re-orders for these Puffs will be filled only in the regular 4 doz. assortment.

THE BODEKER DRUG CO.

RICHMOND, VA.

Unusual Values In Used Drug Store Fixtures

In the past many inquiries have come to us for used equipment which we could not supply—We are pleased to announce that we have recently taken in exchange two used sets of fixtures—One of which is an unusually nice set—If interested we would suggest that you permit us to have our representative show you these while standing and in use.

Prices Will Be Made Where They Stand Or Delivered And Installed In Customer's Store

We can offer these at attractive prices and can make liberal terms to responsible parties—However, if you wish new equipment we will be pleased to submit plans, designs and estimates without obligation.

A Large Percentage of all Drug Store Fixtures Being Sold in this State are "Better Built" Fixtures, Manufactured and Sold By

MORRISON MANUFACTURING CO.
STATESVILLE, N. C.

BANK OFFICE STORE FIXTURES

The Successful Career of Virgil Hollingsworth

Forbes Magazine Tells of the Growth of the Hollingsworth Co.

The biography of Virgil Hollingsworth, "candy king" of Augusta, reads like an Horatio Alger story. In the February number of *Forbes* magazine, Edith Bell Love recounts most interestingly how in seven short years this "fragile man of forty-seven, whose hair the driving years have made prematurely white," has built up a candy business with a yearly output of 1,850,000 pounds of fine candies alone.

Quoting Mr. Hollingsworth Miss Love says, "If pennies had not been so scarce or my taste for sweet things so strong when I was a kid, no doubt I should still be clerking in a small town store. . . . As a small boy . . . there was always running in my mind the thought 'Somehow—some day—I'm going to make candy, and I'm going to make it better than anyone else in the world!' " The authoress then tells how Mr. Hollingsworth made his first business venture in the country town of Rutledge, Ga., . . . with a capital of five cents earned by chopping wood for his aunt. He invested his money for hard sticks of candy and put up a store, selling his wares for the currency commonly used among the children of the village—pins. Each piece of candy cost three pins. At the close of the day the candy was all sold and the youthful trader had three rows of pins for his day's work. It was a heartbreaking tragedy when the "boyish mind reacted to the fact that for his nickel he could have bought a whole paper of ten rows!"

The next year the family moved to Augusta and for several years Virgil Hollingsworth was occupied with odd jobs around his father's grocery store. The business did not prosper and at the age of fifteen the son was forced to seek employment that would bring in some money to help the family. He secured work in Union Point where he was "able to make $18 per month clerking in a general store and serving as Western Union Telegraph agent besides." "From the very beginning I made a habit of regularly putting aside one-tenth of my earnings into a local bank." At the end of three years he had saved his first $100 and when depositing it in an Augusta bank made the vow: "I'll never touch this money until I can go into business for myself."

The *Forbes* article continues: "All during the years I spent in plodding labor, the candy idea was growing and growing in my mind . . . it gave me courage to hang on when I was down in the depths of discouragement.

"In the store where I worked, I began to experiment. Few candies were boxed then, but were displayed loose in a showcase and mixed according to the patron's selection. I had our candy case moved directly in the center, right at the front of the store. I made this my special care. I would spend every minute I could arranging and rearranging the candy in inviting displays—being particularly careful to keep everything immaculate—and even packing some as attractively as I could in boxes. . . .

". . . People began to talk of our candy displays, and more and more began to buy, and soon we were doing a thriving business, where we had only regarded this as a sideline before.

"My wages rose, but never during the years I was employed, was my salary over $35 a month."

"When he was 20, young Hollingsworth came to Augusta to embark in business for himself. His savings now amounted to $212. He came to stake all in the only business he dared trust himself in—selling groceries, although his heart was in another line! . . .

"He put in a line of candies, always giving particular care to their arrangement and display. Then he decided to make hard candies on a small scale."

" 'I shall never forget my first experiment in candy-making,' said Mr. Hollingsworth. 'I hung over that kettle as if it were a magician's cauldron. Good luck was with me, and the first batch turned out well. It was hard stick candy, and when I put it in the

(Continued on Page 210)

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

All Around the State

M. J. LEIMKOHLER, *Reporter*

The Alton C. Greene Drug Co., of Maxton, has purchased the Pembroke Drug Co. at Pembroke. The pharmacy will be operated as the Alton C. Greene Drug Co., No. 2. MR. G. P. JOHNSON, originally of Wallace, but who has been connected with the drug store of MR. CHAS. F. GREEN in Wilmington for a number of years, is in charge of the prescription department.

We are delighted to report that MR. R. D. CROOM, of the Austin Drug Co., of Maxton, has entirely recovered from a severe attack of La Grippe and influenza which confined him to his bed for over three weeks.

MR. W. L. HAND has returned to North Carolina and is again making his home in Charlotte. He is in charge of the laboratory of the Young-Cagle Drug Co., wholesale druggists of the Mecklenburg city.

We are glad to state that MR. CHARLES R. THOMAS, of Thomasville, has recovered from an illness that confined him to his home for a couple of weeks.

MR. PAUL HENLEY, formerly of Star, has purchased the Hamilton Drug Co., of Fayetteville, from MR. HAMILTON UNDERWOOD and has changed the name to Henley's Drug Store. Mr. Henley recently sold his drug store at Star to MR. ARTHUR C. WALLACE.

Friends will regret to learn that MR. W. W. PARKER, SR., of Henderson, has been confined indoors for more than three weeks with a severe case of influenza.

MR. ROY MOORE has sold his interest in Turlington and Morrison, of Wilson, to MESSRS. M. S. MORRISON and BEN HOWARD. Mr. Moore will devote his time in the future to his other stores in Wilson, The People's Drug Store and the Terminal Drug Co.

Born to MR. and MRS. B. O. STEPHENSON, a daughter, Helen Elizabeth, on February 20. The proud father is the proprietor of the Stephenson Drug Co., of Shelby.

An involuntary cough on the part of the night watchman interrupted the robbery of Sprinkle's pharmacy, of Weaverville, but the frightened thieves got away with about $300 in money and merchandise. The watchman fired twice after them, and the robbers returned the fire with a single shot. All three shots went wild. Entrance had been made by "jimmying" the front door.

New From the West

JOHN K. CIVIL, *Reporter*

MR. C. M. WILLIAMSON has accepted a position with the Belmont Pharmacy, of Charlotte. Mr. Williamson comes to the Mecklenburg Capital from Laurinburg where he was connected with Blue's Drug Store, but he is no stranger in Charlotte or with the patrons of the Belmont Pharmacy as he received his apprentice training in this store before going to the University of North Carolina to study pharmacy in 1924. Since his graduation in 1926 and since passing the State Board in June of the same year, he has been successively connected with Throwe r's Pharmacy, of Southern Pines; the Alton C. Greene Drug Co., of Maxton; and Blue's Drug Store in Laurinburg. He is originally from Parkton.

The friends of the JOURNAL will regret to learn of the death of MR. WALTER B CARPENTER of Greenville, S. C., who died very suddenly at his home on February 22 Mr. Carpenter was a member of the firm of Carpenter Brothers, one of the oldes drug stores in South Carolina. MR. LEE CARPENTER is now the only member o

the family in the pharmacy as three other brothers have died in recent years.

MR. C. N. BARGER, formerly with Eckerd's Drug Store, of Charlotte, is now managing the Wingate Drug Store in Wingate.

The Horton-Jones Drug Co. opened their second drug store in Monroe on February 15 with up-to-date fixtures and stock. The name of the new store is the Central Drug Store. MR. C. M. HIGGINS recently accepted a position with the original Horton-Jones Drug Co.

The Pee Dee Pharmacy, of Wadesboro, is again open for business after a fire which destroyed the building a few months ago.

The Reese-Stowe Co. Damaged by Fire

The Reese-Stowe Drug Co., of Charlotte, was damaged by fire on the morning of February 21. The cause of the fire is unknown but the loss amounted to several thousand dollars. MR. J. P. STOWE obtained a satisfactory insurance adjustment in three days. We believe this is a record. Mr. Stowe held policies with both the American Druggists Fire Insurance Co., and the Ohio Hardware Mutual Insurance Co. The representative of the former company, MR. E. F. RIMMER, lives in Charlotte and Mr. Stowe wired Attorney Bowman about the insurance with the latter company. Attorney Bowman immediately went to Charlotte, and the representatives of the two companies rushed through the adjustment in the incredibly short time. Mr. Stowe is reopening the Reese-Stowe Co. at once with a number of improvements which will greatly add to the appearance and convenience of the pharmacy.

General New Items

The Biltmore Drug Store, Inc. is a new drug store for Durham. The store is authorized to carry on the business of chemists, druggists, etc. The authorized capital stock is $5,000 with $2,000 stock subscribed by MESSRS. C. J. GATES, E. D. JONES and R. S. JONES, of Durham.

The Grover Drug Store, of Grover, was among the victims of a wholesale robbery of the business section in the Cleveland town. The robbers are believed to have used a truck to carry stolen goods away and all efforts to finds any trace of the property or the thieves have proved unsuccessful.

MR. M. H. DUKES, of the Hayes Drug Store, of Hillsboro, suffered painful but not serious injuries in an automobile wreck recently. He has left the hospital and is rapidly recovering at his home in Hillsboro.

MR. JAMES KERR is now with the Taylor Drug Co., Winston-Salem.

The JOURNAL is delighted to welcome into membership in the State Association MR. R. H. CROWE, manager of the George Vanderbilt Hotel Drug Store in Asheville, which is one of the pharmacies owned by MR. J. M. SMITH.

MR. J. W. F. WOOTEN, formerly with the Grissom Drug Co., of Greensboro, is temporarily with the Clayton Pharmacy, of Clayton.

MR. R. B. BRYAN, who has been with Aiken and Hester, of Asheville, for some time, is manager of the Asheville Pharmacy and Laboratory Co. He succeeds MR. W. D. TENNANT who resigned to accept a position with Tainter's, of Marion.

MR. GEO. C. GOODMAN, of Mooresville, recently spent some time in Florida enjoying a such needed vacation.

In the recent disastrous fire in Shelby the Cleveland Drug Co. suffered a loss of $30,000 and the Stephenson Drug Co. was damaged to the extent of between $25,000 and $30,000.

MR. R. B. SAWYER has resigned his position with the People's Drug Co. of Charlotte, to accept a similar one with the Elizabeth Drug Co. in the same city.

Two Raleigh druggists are now connected with MR. J. P. STOWE'S drug stores in the Mecklenburg capital. MR. T. O. Leavister is with the People's Drug Store, and MR. J. R. GARY with the Sterling Drug Co.

MR. A. D. WALKER has severed his connection with the Ward Drug Co. in New Bern and is now with the People's Drug Store in Nashville.

President A. C. TAYLOR, of the National Association of Boards of Pharmacy, has appointed MR. I. W. ROSE, of Rocky Mount, a member of the Legislative Committee of the Association, and Dr. E. V. Zoeller, of Tarboro, as Chairman of the Grievance Committee.

The Al-Cola Company, of New Bern, has been incorporated to manufacture, buy and sell bottled drinks, etc. The authorized capital stock is 1,000 shares common stock without par value, subscribed stock 1,000 shares by MESSRS. L. I. MOORE, C. D. BRADHAM, C. D. BRADHAM, JR., and J. E. SLATER, all of New Bern.

It is not too early to begin making plans to attend the Morehead City meeting.

MR. T. R. CAROTHERS has resigned his position with the Franklin St. Pharmacy, of Gastonia, and is now prescriptionist for the Swannanoa Drug Co., of Swannanoa.

MR. R. H. McGEE has resigned as prescriptionist for the Clayton Pharmacy, of Clayton, to accept a position with Frierson's Pharmacy in Belton, S. C. We regret very much that Mr. McGee's new duties take him away from North Carolina, but we are wishing for him every success and we hope that he will not forget his many friends in the Old North State.

MR. NELLO H. MERRITT, who has been associated with his father in the E. S. Merritt Drug Co. at Carrboro, is now prescriptionist for the Walker Drug Co. in Norlina.

The Bryan Drug Co., of Aberdeen, has been incorporated to conduct and carry on a drug business. The authorized capital stock is $25,000 with $4,000 subscribed stock by MESSRS. E. L. BRYAN and B. C. SEYMOUR of Aberdeen, and R. C. CAGLE, of Rockingham.

Help Wanted
Soda Fountain Sales Engineer
With proven record as a real producer.
Wanted by leading manufacturer with factories at Cleveland, Ohio, for territory out of their Atlanta, Georgia, Branch Office. Replies confidential. Box 631. Chapel Hill, N. C.

Fire, which destroyed the better part of a business block in Maxton, did considerable damage to the Austin Drug Co. We understand that the firm carried no insurance.

MR. R. S. KNIGHT has severed his connection with Wiggins Drug Store in St. Pauls and is now with the Hardy-Carr Drug Co. in LaGrange.

MR. O. G. CHALKER, formerly with the Granville Drug Co. in Winston-Salem, is now prescriptionist for Thompson's Drug Store, No. 2, in the same city, succeding MR. D. C. McCrummen.

Messrs. Logan Stimson and Son, pioneer druggists of Statesville, are getting their store on Board street in readiness for the reception of new equipment which they expect to have installed within the next few weeks. The new fixtures were purchased from the Morrison Mfg. Co.

PROF. E. V. KYSER, of the University School of Pharmacy, delivered a most interesting illustrated lecture before the Elisha Mitchell Scientific Society recently on "Flowers and Flower Oils."

Officers of the Kiwanis Club recently formed in Asheboro include MR. ROY REEVES, secretary. MR. C. M. FOX was elected a director for a term of three years.

The JOURNAL is delighted to welcome MR. R. N. ACKERMAN to membership in the N. C. P. A. Mr. Ackerman is prescriptionist for the South St. Pharmacy, of Mount Airy.

A new drug store in Greensboro is the Best Drug Store, located at 902 Asheboro Street. It is owned by MR. J. H. BEST, a native of Greensboro, but who has been practicing his profession in Asheboro, Winston-Salem and High Point, since passing the State Board in 1923. He is a graduate of the State University.

Is your bathing suit ready for Morehead? You'll need it!

The formal opening of the Wiggins Drug Store on Person street, Raleigh, has been delayed owing to a misfortune that occurred when the fixtures were sent from the manufacturers. In order to facilitate delivery the equipment was sent via trucks and one very large moving van loaded to capacity

caught fire and almost the entire load was destroyed. These fixtures were of solid mahogany and were manufactured by the Morrison Mfg. Co. The equipment on the other trucks reached Raleigh in safety and has been installed. The store is open for business but the formal opening has been delayed until the new shelving arrives.

We are advised that MR. J. P. STOWE, owner and manager of six drug stores in Charlotte, has secured the agency for Hollingsworth candy.

MESSRS. BOB and BREM BONNER have purchased Adair's Drug Store in Hendersonville. We understand the store will be operated under a different name but the new title has not been announced. MR. BOB BONNER has resigned his position with Marley's Drug Store in Lenoir and will be in active charge of the pharmacy. MR. BREM BONNER will continue with Sutton's Main St. Pharmacy in Durham.

Every wide-awake druggist in North Carolina will be at Morehead June 19, 20, and 21.

We wish to thank Overman and Stevenson, popular druggists of Elizabeth City, for sending us a copy of the menu served at their soda fountain. It is printed in a most attractive manner and we feel sure causes increased business for the firm. On the fourth page of the leaflet is a well written four-paragraph article entitled "A Few Words About Our Fountain Service."

The JOURNAL takes this means of expressing sincerest sympathy to MR. R. L. REINHARDT, of Forest City, in the death of his brother and to MISS MATTIE E. SMITH, of Charlotte in the death of her mother.

We understand that MR. V. R. FULMER, North Carolina druggist, who has been with the Wise Drug Co. in Chester, S. C., is now working in Norfolk.

MR. J. P. STOWE was recently re-elected president of the Charlotte Merchants Association.

MR. R. H. TUCKER, proprietor of Tucker's Drug Store at Reidsville, has given his business a "treat" by installing a complete set of modern high-grade fixtures of the "Better Built" type manufactured by the Morrison Mfg. Co., of Statesville.

The United Retail Chemists Corporation has opened its first North Carolina drug store in the Wright building on W. Main street, Durham. It is understood that the chain may also open a store in Charlotte. MR. MANNING PRITCHARD, of Chapel Hill, is in charge of the prescription department of the Durham store.

Druggist-fishermen will have a chance to indulge in their favorite sport at Morehead. Who is going to make the biggest catch?

The Black Mountain Drug Co. is preparing for the summer season by installing modern "Better Built" fixtures manufactured by the Morrison Mfg. Co.

Hosts of friends throughout the State will regret to learn that MR. I. W. ROSE, of Rocky Mount, has been ill and unable to work for the past six weeks. A "Flu" infection contracted in January has been very slow in yielding to treatment. We are glad to report that he is now recovering and we hope that he will soon be entirely well.

Among the new members of the T. M. A. is MR. G. W. C. RUSH, of Biscoe, who recently became a representative of E. R. Squibb and Sons in eastern Carolina.

The Rutherford County Druggists Association is planning a member-and-wives banquet for the evening of May 16 at the Isothermal Hotel in Rutherfordton.

Among the new drug stores in the State is the University Pharmacy, Inc., of Durham. The authorized capital stock is $25,000 with $300 subscribed by MESSRS. C. W. HENDERSON, A. A. MURDOCK, and M. C. McDONALD, all of Durham.

The City Drug Co., of Burlington, is being remodeled and new equipment is being installed. The fixtures were designed and manufactured by the Morrison Mfg. Co., of Statesville.

MR. EARLE HOLLINGSWORTH, of the Hollingsworth Candy Co., spent some time in North Carolina during March and stated that he was looking forward to being present at the Morehead meeting and renewing his friendships with the many druggists he met on the New York Convention trip in 1926.

Mr. V. D. Lea, who has been with the Carolina Pharmacy in Charlotte, is now with the People's Drug Store in the same city.

We understand that the city of Durham has passed an ordinance prohibiting curb service. The measure was designed to prevent paper cups, etc., from being carelessly thrown from cars to the streets, making the city streets present an untidy appearance.

Sutton and Alderman, of Chapel Hill and Durham, have gone on a cash basis.

The Hardy-Carr Drug Co., of LaGrange, has gone into the hands of a receiver.

The committee on arrangements is planning a big time. You can't afford to miss the Morehead meeting!

MR. VAN SECREST has bought for $17,000 the lot on which the Union Drug Co., of Monroe, was located before a disastrous fire burned the building several weeks ago. He will erect a handsome store building for his pharmacy on the site.

MR. GEORGE K. GRANTHAM, Dunn druggist, has been appointed by Gov. A. W. McLEAN as a member of the State Board of Agriculture, succeeding DR. V. VANCE McGUIGAN, of Fayetteville, resigned. Naming of Mr. Grantham fills the vacancy in the Sixth District. In commenting on the appointment the *Raleigh Evening Times* says: "Mr. Grantham, who has been in the drug business in Dunn for the past thirty-seven years, is a well-known farmer and business man in that section of the State. He has been repeatedly mentioned as a candidate to succeed Representative Homer L. Lyon, of Whiteville, in Congress, but Mr. Grantham's friends say he has decided not to run. Mr. Grantham represented Harnett county in the State House of Representatives at the 1917 session."

Friends of MR. S. B. HIGGINS will read with interest an article by him in the February number of the *Practical Druggist* entitled, "Pharmacy Yesterday, Today and Tomorrow." Mr. Higgins is originally from Leicester in this State and attended the U. N. C. School of Pharmacy 1912-15, receiving the Ph. C. degree in the latter year. He also holds the degrees of A.B. and Phar. D. and is at present Manager of the Chattanooga Consulting Laboratories.

JOURNAL readers will also be interested in an article in the February number of the *Journal of the A. Ph. A.* by PROF. J. G. BEARD on "The Relationship of Medicinal Whisky to the Number of Drug Stores and the Registration in Schools of Pharmacy;" and a paper by the same author in the February *American Druggist* in regard to the present system of pharmacy inspection. Mr. Beard styles the article, "A Plea for Stricter Drug Control."

Planning a trip is one of the nicest features of a holiday! It is not too soon to begin making preparations to go to Morehead!

The fixtures for the new Nunnally Candy Department of the Stratford-Weatherly Drug Co. in Greensboro were purchased from the Morrison Mfg. Co., of Statesville.

Do You Need a Clerk?

We have had several applications from students in the University School of Pharmacy for positions in drug stores during the summer months. All of these students have had one year of college training while many of them have had in addition several years of drug store experience. If any druggists desire the services of these students and will advise the editor of the JOURNAL, we shall be glad to furnish the names and addresses of the clerks who have applied to us for positions.

A damage suit for $25,000 or more has been started by MR. CHAS. R. THOMAS, of Thomasville, against certain citizens of his county. The cause of the action, Mr. Thomas proposes to show, is that one of the defendants, made to him a deed for a 30-foot street leading out to the west and that it is a matter of record at Lexington. The latter part of the summer the defendant began the erection of a brick block occupying more than 20 feet of the street, it is charged, which had been deeded to Mr. Thomas, whereupon the latter served notice that he was damaged greatly on account of owning

valuable property which would not be accessible without the said street, and the work on the building was stopped to await a settlement.

The Forty-sixth annual meeting of the Maryland Pharmaceutical Association will be held at Buena Vista Springs Hotel, Buena Vista Spring, Pa., June 26-29.

Kappa Psi Fraternity Entertains

The Kappa Psi fraternity at the State University most delightfully entertained with an informal dance at their attractive new chapter house on Rosemary Lane on the evening of February 25. A number of young ladies from Chapel Hill and neighboring towns were present, as well as several alumni members of the chapter. Music for the occasion was furnished by Paul Michael and his orchestra composed of University students. Members of the School of Pharmacy Faculty were special guests of the fraternity. The dance was a most enjoyable occasion and was the first of a series of festivities planned by the fraternity.

O'Henry's Roommate Visits Greensboro

"Yes, 'Sid' Porter and I worked together as clerks in Eaton Brothers drug store in Victoria, Texas, about forty years go," declared Mr. E. L. Keyser, of Roanoke, Va., while on a recent visit to Greensboro. The Roanoke man then went on to recount various incidents in the life of North Carolina's famous druggist-short-story writer. Continuing he said, "I recall one episode clearly. One day we were invited to go quail hunting on a ranch of a friend. 'Sid', as everyone there called him, two or three friends and myself made up the party. After a short time during which we got one or two birds each, 'Sid' became separated from the party. At intervals we would hear a round of shots, but paid little attention to them. An hour or so later Porter showed up with his game bag filled with birds and the laugh as well. Weeks later he casually admitted he had bought the quail from a Mexican and had shot to give some excuse for the number."

Just How Does He Do It?

Service to the community in which he lives must be the motto that MR. CHARLES B. MILLER, of Goldsboro, has adopted for his daily life and he more than lives up to the precept. In addition to the long hours he has to spend in attending to his responsibilities as president of the Goldsboro Drug Co., we know that he finds time for the following duties of citizenship; he is a steward in the local Methodist church; is always on hand at the meetings of the Wayne County Fair Board as a director; regularly attends as a director the meetings of the Goldsboro Chamber of Commerce; is head 'over heels with work just now as advertising manager for the coming Eastern North Carolina exposition; he presides over the meetings of the local Kiwanis Club every Monday in his official capacity of president and has a thousand and one attendant obligations to this organization in between times. In addition, we have never known him to fail the Association or the Journal when either called upon him. Whenever the editor of this section has asked Mr. Miller for assistance we have known that he would furnish real aid by return mail and we have never been disappointed. Just how does he find time to do so many things and to do them so well!

Game Tried on Drug Stores

Raleigh druggists were visited recently by a man, alleged to be a "flim-flammer". One night Wiggins and Langdon were called up and asked to send a half gallon of cream and change for a $5 bill to a house that later proved to be vacant. When the delivery boy arrived a man came out and took the cream and change, saying that would return in a few minutes. He then went out of the back door of the vacant house and the negro boy waited in vain for the money. A few days later the Professional Bldg. Pharmacy was called up by the same man who asked that a package of razor blades and change for $5 be sent to the same address. The druggist accepted the order and telephoned Wiggins and Langdon and the police. The man again went in the back door of the vacant house and the delivery boy went to the front. Two policemen were on hand when he tried to pull his game and he was taken into custody. The record of

the thief showed that he was recently released from the State Prison where he served a term for larceny.

Alcohol Explosion Results in Bad Fire

Fire that originated from an explosion of wood alcohol raged for an hour in the Freeman Drug Store in Burlington on the afternoon of February 25 practically ruining the entire stock. A negro employee of the store was drawing the wood alcohol from a barrel, according to reports, and suddenly there was a flash. The negro called for a fire extinguisher, in the excitement failing to cut off the flow of highly inflammable liquid. Within an hour nothing was left of the pharmacy but the charred remains of the ground floor of the three-story building and the scattered stock, drenched and smouldering. There was nothing that could be salvaged. The damage to the drug store and the adjoining buildings cannot be estimated, but the loss will run into the thousands of dollars. We understand that the stock and building are protected by insurance.

Annual Rexall Convention

The annual North and South Carolina Rexall Convention was held at the Charlotte Hotel, Charlotte, March 13-14, with more than 120 persons in attendance including several executives of the United Drug Co., and of that manufacturing and distributing corporation's several subsidiaries. Speakers at the convention were H. L. BYERS, assistent secretary of the national organization of Rexall druggists; A. T. CONNELLY, of Boston, sales manager of the candy department; C. E. STOREY, of Charlotte, general manager of Liggett's stores in this district; DR. E. S. BARKER, of Boston, sales manager of the pharmaceutical department; H. L. SIMPSON, of Boston, vice-president and general manager of the United Drug Co.; W. A. UNDERWOOD, sales director for the Southeastern states, and J. D. McMILLEN, of Boston, Sales Manager of the Pure Food Department. MR. GEORGE ISELEY, president of the North Carolina Rexall Club made a most interesting talk on the subject, "Your Greatest Asset." Social features of the convention included a luncheon, given at the Charlotte Hotel by the North and South Carolina Rexall Clubs, and a banquet tendered by the United Drug Co. at the same hotel.

The following officers for the North Carolina Club were elected for the ensuing year: J. M. SMITH, Asheville, president; W. T. SAUNDERS, Wilmington, W. C. FERRELL, Nashville, D. G. RIDENHOUR, Mount Gilead, vice-presidents; and L. W. McKESSON, Statesville, secretary.

The 1929 convention will be held in Burlington during the spring.

New Pharmacy for Durham

MR. JOHN L. HOWERTON has bought the stock and fixtures of Henderson's Drug Store in Durham, and is operating the pharmacy under the name of John L. Howerton, Druggist. The store is located at 401 North Mangum street and Mr. Howerton says he is specializing on his prescription service. He is no stranger in the city of "Bull Durham" having formerly made his home in that town, but for the past several years he has been living in Greensboro. He attended the State University and was licensed in 1908. The JOURNAL is wishing for him every success in his new business venture.

Carl Durham Catches 'Possum

The Chapel Hill Weekly for March 16 carried a story of how MR. CARL DURHAM, of the Eubanks Drug Co., in the University town is the "hero of an adventure with a 'possum."

"When the store was about to close Saturday night a package was still undelivered for a party living on the edge of the village. Mr. Durham volunteered to take it in his car. He had seen it safe in the hands of the purchaser and was returning home when the lights of his car revealed a 'possum directly in front. As it crossed the curb into the woods beside the road, Mr. Durham made a quick turn of the steering wheel so that the twin bars of light

from the reflectors still fell upon the 'possum. The pharmacist jammed on the brakes, threw open the door, leapt out, and gave chase. In a moment or two he had caught up with the 'possum and grabbed it. Dazed by the light, and no doubt surprised by the vigor of the pursuit, it offered but feeble resistance. Presently it was safely imprisoned in the Ford coupe, and the coupe was rolling back to the village.''

Births

MR. and MRS. A. L. GILREATH, of Asheville, announce the arrival of a baby girl, Julia Caroline. The young lady was born on November 2. The father of Miss Gilreath is a registered pharmacist with Goode's Drug Store.

MR. and MRS. CLARENCE B. WHITE, of Henderson, announce the arrival of a daughter, Jane Elizabeth, on March second. The young lady's weight is eight pounds. Her father is connected with Miles Pharmacy.

Deaths

Hundreds of friends of MR. J. R. HENDERSON, veteran drug salesman for the Scott Drug Co., of Charlotte, were shocked to hear that he had lost his life in a fire which completely destroyed the Central Hotel of Shelby. The fire was discovered at five-thirty in the morning, and although Mr. Henderson was one of the first awakened, he was not willing to leave the building until he was sure no sleeper had been caught in the rapidly advancing flames. Finally he tried to make his own escape when it was too late. He was rescued from the burning building but died a few minutes later of suffocation in an ambulance while being rushed to a hospital. A Shelby friend speaking of him said, ''Mr. Henderson died as he always thought he would. Many times he has informed druggists here that he had a premonition that he would be burned in a hotel, 'maybe this hotel,' he would say.'' He had been connected with the Scott Drug Co. for thirty years and had scores of friends among the druggists in this and neighboring states. In a recent letter MR. JOHN K. CIVIL states, ''I was present at Mr. Henderson's funeral and it was one of the largest I have ever attended. The services were beautiful and in the congregation were many druggists and friends from throughout North and South Carolina.''

MR. THOMAS R. SOUTHERLAND, aged 62, died at his home in Atlanta on the night of February 12. The funeral services were held in Oxford, interment taking place in the local cemetery. Mr. Southerland was originally from Wilmington and was a graduate of the Philadelphia College of Pharmacy. He was licensed in 1890 and was a member of the N. C. P. A. 1890-1908. He was for a number of years a prominent traveling man in this State, residing in Oxford, Goldsboro and other cities.

MR. THOMAS COWAN McILHENNY, aged 47, died at his home in Winston-Salem on the afternoon of February 20 after a serious illness of six months. He was born at Wilmington, February 6, 1881, the son of John K. and Mary McIlhenny. His father was also a registered druggist having received his license in 1881 and having been a member of the State Association 1880-1899. MR. T. C. McILHENNY spent most of his life in the drug business in Wilmington, moving to Winston-Salem about five years ago to accept a position with the Patterson Drug Co. He was licensed as a druggist in 1909.

MR. THOMAS NEWBERRY HALL died suddenly at his desk in the drug store of Geo. C. Goodman and Co. at Mooresville. He had just returned from luncheon and had begun to arrange his bank deposits. Associates heard him groan and rushed to his assistance only to find that life was already extinct. MR. JOHN K. CIVIL writes he had sold Mr. Hall a bill of goods about an hour before his death and he seemed to be in the best of health. Mr. Hall was 59 years of age and was the son of the late Newberry F. and Mrs. Shuford Hall. He was a native of Rowan county and moved to Mooresville when only 17 years of age as a clerk in a drug store. On March 1 he rounded out

his forty-second year in the same job. He had been a junior partner in the business for about 20 years. He had represented Iredell county in the State Legislature several times and was well known in fraternal circles. He was an elder in the Presbyterian church and had been clerk to the session for many years. He was considered an authority on matters of history and was prominent in social and religious circles.

MR. JAMES THADDEUS FIELDS, SR., proprietor of Fields Drug Store in Laurinburg, died at his home on the morning of March eighth. He had recently returned from Baltimore where he had undergone a serious operation in Johns Hopkins Hospital. Mr. Fields was the son of John and Mariah Fields, of Lenoir county and was born in 1865. As a boy he moved to Laurinburg and was a clerk for Dr. Archibald Johnson, now editor of Charity and Children, and later a partner. He was licensed as a pharmacist in 1893 and had been a member of the State Association since 1920. His son, MR. J. T. FIELDS, JR., was associated with him in the drug business.

Three Positives For Your Negatives

(Continued from Page 195)

2. Did you ever see?

3. Here is a new—

and checks up on his clerk, clerks, or self will quickly see how the sales go up.

To get started is a simple thing. Just make up a list for this week of three items to suggest and make everyone in the store who waits on customers have the three items handy. Then use the three positives.

Use them often. Use them on every customer. By the law of averages, a certain percentage of your customers will respond to your suggestions and buy.

But put teeth into the idea. I dare you, Mr. Reader, to fine your clerks five cents every time they use one of these three negatives, but also agree to give to every retail salesman five per cent. on his sales in excess of a good living wage.

If you, Mr. Reader, happen to be an employee, put it up to the boss for a month's trial. You will sell him, all right, and hasten the day when you are a partner or an owner of a prosperous business yourself.

If you adopt the idea, I will feel finely paid.

If—well, you know that is one of the three items selected for trial.

The Successful Career of Virgil Hollingsworth

(Continued from Page 201)

store, it sold. That in itself never ceased to seem a marvel to me.

" 'So I kept turning it out in larger quantities as the demand began to grow for it. Then I began to experiment with variations of hard candy. By and by the candy business grew to such an extent that I decided to close out my grocery business and embark in this line alone. The candy business steadily grew. Twice we were forced by expanding business to move to larger quarters. The last had a real kitchen where I could work out my formulas to my heart's content. . . .

" 'During the 14 years spent in the manufacturing of plain candies I had been working with formulas for making fine candy. I wanted to make a boxed confection, a candy that should be so fine—so unusual—so different, that people should realize it the instant they tasted it.

" 'I use native materials. I take the honey output of several bee farms in South Georgia and our native pecans. All fruits are preserved in their own syrup by our own special process. Finally after all these years of experimenting, Hollingsworth's 'Unusual Candies' were ready to be put upon the market.' "

" . . . The Company has expanded into two large daylight factories in Augusta and a branch in New York City. An army of white-clad girls make these confections. Every operation is by hand from making the fondant to dipping its chocolate coating."

A Leaf Taken from the Castanea Tree

Farmer: "An' how's Lawyer Jones doin' Doctor?"

Doctor: "Poor fellow! He's lying at death's door."

Farmer: "That's grit for ye—at death's door an' still lyin'."

A good sales talk, like a girl's dress, should never be so long it isn't interesting.

"Willie," said his mother, "I wish you would run across the street and see how old Mrs. Brown is this morning."

A few minutes later Willie returned and reported:

"Mrs. Brown says it's none of your business how old she is."

Two little urchins were watching a barber singe his customer's hair. "Gee," said one, "he's hunting 'em with a light!"

R. H. Little, who edits that popular column, "A Line o' Type or Two," in the Chicago Tribune, presents this problem to his readers:

Deposit fifty dollars in your bank and make the following withdrawals:

$20, leaving a balanee of	$30
15, leaving a balance of	15
9, leaving a balance of	6
6, leaving a balance of	0
$50	$51

Where do you get the extra dollar, or do you get it?

LEGS

Legs to the right of us,
Legs to the left of us,
Legs in front of us,
How they display them,
On they go trippingly,
Dainty and skippingly,
Frost that bites nippingly
Does not dismay them.

Straight legs and bandy ones,
Bum legs and dandy ones,
Awkward and handy ones,
Flirt with the breezes;
Round legs and flatter ones,
Thin legs and fatter ones,
Espeeially the latter ones,
Showing their kneeses.

Knock-kneed and bony ones,
Real legs and phony ones,
Silk-covered tony ones,
Second to none.
Straight and distorted ones,
Mates and ill-sorted ones,
Home and imported ones,
Ain't we got fun?

With some of them like this () and some of 'em looking like this)(, they still wear short skirts.

"If a salesman has a great deal to say, it won't take him long to say it. Be brief. Boil it down. Don't be a bore. Use short sentences. Cut out lengthy explanations. Brevity is the soul of salesmanship. Too much verbiage befogs the issue. Be long-headed, but not long-winded. Talk to your man in his own language. Make the interview short, clear and snappy. Remember that talk is cheap and time is money. Don't talk your man into a sale, then out of it. Condensing your sales talk augments your income. Ask clean cut quesions that call for affirmative answers."

The Root of All Evil.—"Money is money under any and all conditions," says "Tackle," a house magazine published by the Shakespeare Company, "but in its transfer from one person to another it has many special names. Here are a few of the terms in eommon use:

"Wages for workmen; salary for the office force; emolument for the clergy; honorarium or fee for the medical man; dividend for the share holder; remittance for the boy or girl at college; alms for the beggar; alimony for the divorcee; dowry for the widow; legacy for the luck heir.

"Indemnity for the litigant; royalty for the literary man; interest for the money-lender; stipend for the college professor; retainer and fee for the lawyer; commission for the salesman; premium for the insurance agent; 'dot' for the engaged girl, and 'dough' for everybody to say nothing of 'kale,' 'mazuma,' 'jack,' and other appellations not yet admitted to good standing in the dictionary.

"The foregoing, from the *New York Times*, leaves much unsaid about the 'stuff that makes the mare go.' Some of you have been paid the good old 'spuds' at the week-end and called it 'cush,' while others called the stipend by the old war-time appellation 'spondulix'; still others fondled their pay envelope in the Middle West and called the income 'iron men,' 'silver babies,' 'cart wheels,' and 'washers.' The average worker refers to the 'long green' in his pocket under the affectionate term of 'shekels.'

"The fellow with the 'geld' may call his 'bundle' a 'roll' of 'simoleons,' and when the roll is gone, as likely as not he will say that his 'spinach has wilted'."

A young husband came home one evening to find his wife sewing some dainty little clothes.

"My dear, why didn't you tell me?

"Don't be silly," she replied. "This is a new dinner gown."

The Atlanta Constitution paragrapher having observed that "In other days the women wore their dresses down to their insteps and now they wear them up to their stepins," the subject appears to have been practieally exhausted.

Mother—It is whispered that you and John aren't getting on!

"Nonsense! We did have some words and I shot him, but that's as far as our quarrel ever went."

CAPUDINE

FOR MORE THAN TWENTY YEARS THE
STANDARD LIQUID REMEDY FOR

HEADACHES
FLU and GRIPPE ACHES

Also Good For

RHEUMATISM ACHE

CAPUDINE CHEMICAL CO.
RALEIGH, N. C.

MUELLER SEAT-4's Patented

America's Lowest Cost Booths

They are well made—nicely finished and please the customers with their comfy—cosy appearance. These are a few of the reasons they are gaining in favor daily.



Here Is The Proof!

P. T. Jett, Indiana druggist, writes—"Set up the Mueller Seat-4 yesterday, and the best compliment I can pass on the booth is—make me four more to complete my installation."

Write us today for full particulars

Owens & Minor Drug Co., Ltd.
Richmond, Va.

Roanoke Drug Co.
Roanoke, Va.

The Carolina Journal of Pharmacy

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NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

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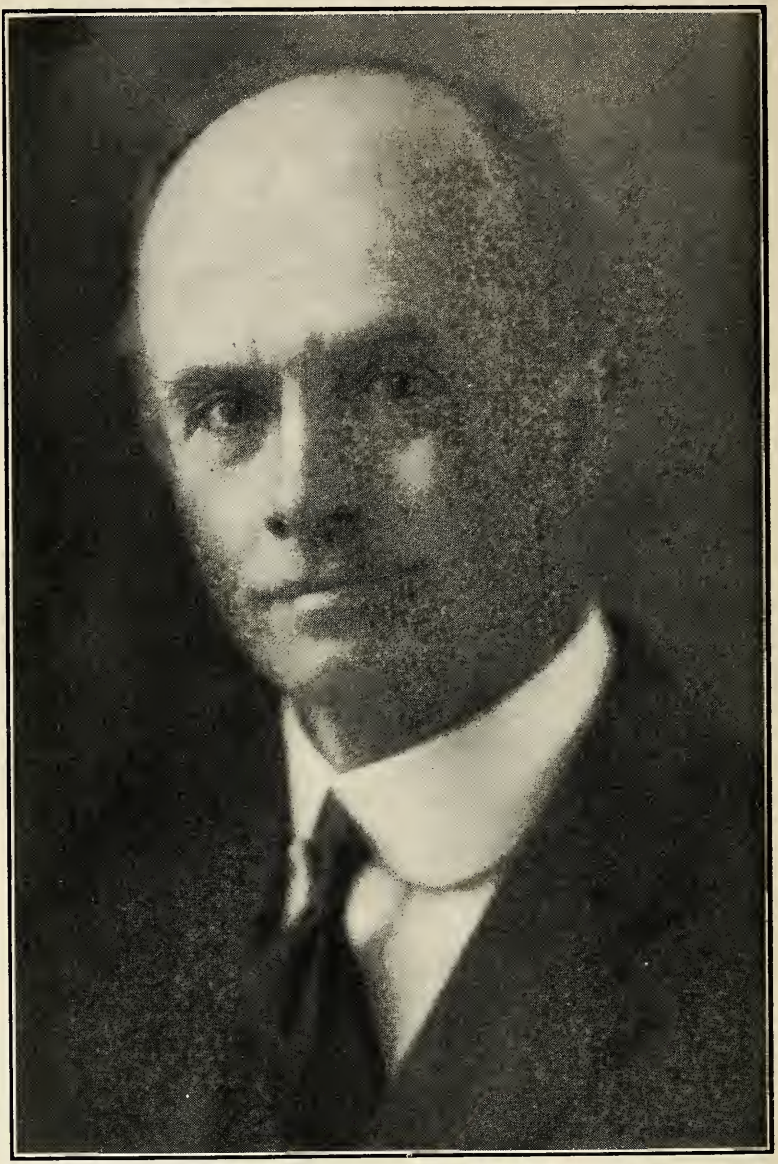
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The 1928 meeting of the North Carolina Pharmaceutical Association will be held at Morehead City, June 19, 20 and 21.

The summer examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, June 12.



JAMES GORDON BALLEW, of Lenoir
Member of the North Carolina Board of Pharmacy

Dedicated to J. G. Ballew, of Lenoir, N. C.

Member of the N. C. Board of Pharmacy and a Prominent Retail Pharmacist

James Gordon Ballew was born in Lenoir, N. C., on July 13, 1877. His parents were James Gordon and Frances C. (Rousseau) Ballew. Mr. Ballew attended the high school at Lenoir and upon graduation entered the employ of Dr. W. W. Scott, then operating a drug store at the site where Mr. Ballew's own store now stands. Working in the drug stores first of Dr. Scott and later of Dr. A. A. Kent, during the period between 1893 and 1900, he served his apprenticeship as a drug clerk and was well drilled in practical work when in the latter year he matriculated as a student in the Maryland College of Pharmacy (now a department of the University of Maryland).

In 1902 Mr. Ballew was granted the degree of Ph.G., and for the next ten years he remained in Baltimore working for the retail drug firms of Hynson, Westcott and Co., Morgan and Millard, and Craft and Caselyn. Then for one year he was in the manufacturing laboratories of Frederick Stearns and Co., in Detroit. Excellently trained now and broadly experienced as a pharmacist Mr. Ballew in 1913 returned home to Lenoir and took over the drug store that had been owned and operated by Mr. J. E. Shell. Under the name of Ballew's Cash Pharmacy he owns not only this store but also one in Mayview Park, at Blowing Rock. (The latter is only operated during the summer season).

Mr. Ballew joined the North Carolina Pharmaceutical Association in 1917. He served as Local Secretary of the Blowing Rock meeting of the Association in 1925. He has frequently been chairman of the Caldwell County Legislative and Membership Committee. Upon the death of Mr. J. A. Henderson in 1926, Mr. Ballew was elected a member of the Board of Pharmacy. His date of service began April 8 of that year. He conducts the examinations in Materia Medica.

On September 30, 1914, Mr. Ballew was married to Miss Florence Blair, of Boone, N. C. One child, Mary Frances, has been born of this union. The family residence is at 115 South Main Street.

Mr. Ballew belongs to the Methodist Church, votes the Democratic ticket, and holds membership in the Knights of Pythias. He is a man of definite convictions with courage to practice them. Gentle in manner and courteous to the lowliest citizen, he nevertheless holds it as a faith that he will be subservient to no individual or clique and will acknowledge no superior professionally.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

After a month's absence, due to an injury, the editor is back at his desk again. He acknowledges with sincere appreciation not only the messages and tokens of sympathy that came to him, but the able manner in which the associate editor handled the responsibilities that resulted from a staff member "dropping out." It is good to be out again, wonderful to be free from pain, but it was worth the pain and worry to learn anew the value of friendliness and kindness and to find that after all a rather large number of people were evidencing a sympathetic interest in the outcome. The editor renews his tasks, not much the worse for the injury, and very much the better for relearning that in a busy world, seemingly callous, the qualities of kindness and sympathy and courtesy are unstrained and undying.

Attend the Morehead Meeting

A double call comes this year to go to Morehead City for the June meeting of the North Carolina Pharmaceutical Association: a call of duty and a call of pleasure. Certain issues face every druggist in North Carolina that ought to be met firmly and fairly. Examples are our stand on political matters and political nominees; our attitude and action on federal fair trade legislation; and our position relative to such subjects as education, narcotics, chain store competition, taxation, and alcohol. These are matters that are immediate and practical and one can even say personal. We cannot dodge them even if we would.

As individuals we have definite views on how best to meet these issues, but individual views need to get consolidated into a collective view in order that concerted action may be applied to matters that can be remedied only by a combined and harmonious exertion of energy. One agency and one agency alone is available to act for and on behalf of retail druggists in this State. It is the North Carolina Pharmaceutical Association. The wisdom of its course and the power of its efforts are measured entirely by the brains and force of its membership. In proportion as these are great so will the Association achieve greatly.

Too many druggists who could help greatly in shaping the policies of the Association regularly remain away from the annual conventions. They pay their dues and without their name and fees the organization could not maintain the high degree of usefulness it has reached, but they omit an equally important obligation when they leave to others the formation of the annual program of activity. We need to marshall a large group at Morehead next month and decide what is best and most expedient as a policy for organized pharmacy the coming year.

By way of repayment for the work they do they will be offered diversions and pleasures that only such places as Morehead City can provide: boating, salt water bathing, and deep sea fishing. Trips to nearby points of interest, such as the Government Marine Laboratories, Fort Macon, etc., as well as dancing and bridge are also scheduled as events of enjoyment. A new bathing beach will be opened June first that is connected with a bridge and causeway that allow cars to go practically to the ocean itself. Hard surface roads from every point of the State will carry delegates smoothly to Carteret's capital. Good hotels will care for their physical comfort. A large group is needed. We hope they will attend.

The Sales Tax: Misinformation About It

Mr. W. A. Underwood, of Asheboro, owner of the Standard Drug Co. there and a sales manager for the United Drug Co., sends us a communication that we take

pleasure in printing. He writes relative to the Sales Tax. His letter follows:

To the Editor:

I have read in the April issue of the CAROLINA JOURNAL OF PHARMACY what you have to say in quoting extracts from an address delivered before the Department of Rural Economics at the University of North Carolina by Prof. S. M. Derrick of the University of South Carolina. Fearing that your reference to his talk might lead some to believe that the present tax in South Carolina on soda fountain syrups is not very objectionable, I want to say that I have recently visited a number of the leading drug stores in that State and I did not find a man but who was opposed to this tax as well as the tax on candy and tobacco products. The men to whom I talked are bitter in their denunciation of the legislatures which enacted these laws. They consider the laws unfair and unjust and feel that class legislation is being practiced by their enforcement. I find that good men seem to be developing disrespect for the laws and especially for those responsible for them.

I hope that no citizen of this State will be misled by the arguments of Prof. Derrick, who evidently is out of touch and harmony with the rank and file of the citizenship of his State.

Very truly yours,
(Signed) W. A. UNDERWOOD.

Asheboro, N. C.
April 1, 1928.

In the Legal Section of this JOURNAL last month Attorney Bowman simply reported the essence of Professor Derrick's talk. There was no editorial about the matter. Prof. Derrick, a teacher in the University of South Carolina on leave of absence and studying at the University of North Carolina, spoke to a group of fourteen students of the North Carolina Club who were investigating all forms of taxation, the Sales Tax among others. He presented the arguments in favor of and in opposition to such a revenue plan with particular reference to the administration of the tax in his own State, South Carolina. Unfortunately a newspaper reporter seized on the talk as an item of news but garbled the facts and left the impression with his readers that Prof. Derrick urged the tax for this State and further that he was a member of the University of North Carolina faculty. *The Carolina-Virginia Retailer* for April, 1928, carries on page 13 an editorial based on the misinterpretation the reporter gave of Derrick's speech, and leads its readers to believe that the man in question is Professor of Rural Social Economics in the University of North Carolina.

The JOURNAL believes with next-Governor Max Gardner that the Sales Tax is not only a pernicious and inefficient scheme for raising revenue but that it will not be enacted as a tax plan during his administration. What will happen when another Governor assumes office remains for the future to determine, but with Gardner violently hostile to it and a citizenship that has never favored it except as a war measure, we do not believe merchants in this State need feel any particular alarm about the matter at least until 1933. We are glad *The Carolina-Virginia Retailer* will continue its fight against the Sales Tax because we know that its efforts will do much to prevent the development of serious Sales Tax sentiment, but at the same time we are not worried as long as Max Gardner sits on the throne at Raleigh. Against nothing is he so firmly and unalterably opposed as he is against "nuisance taxes," and nothing short of a revolution will destroy his power to thwart their passage.

Druggists Go To Washington

The twenty-two North Carolina druggists who recently journeyed to Washington at their own expense to present personally to their Congressmen some forceful arguments favoring the passage of the Capper-Kelly Fair Trade Bill are to be congratulated for the effect of their joint efforts and thanked for the generous contribution they made of time and money to the end that independent merchandising might have an opportunity to remain alive. The trip has attracted nation-wide interest in pharmaceutical circles and more than local interest among the laity. The novelty of the idea arrested attention and the earnestness of the delegates aroused a sympathetic response on the part of many people.

Whether the trip will achieve its purpose of bringing about fair trade legislation depends in large measure upon how generally the plan is copied and upon how many other delegations personally interview their na-

tional representatives. But whether it is an initial step leading to large results or whether the visit affects in no way the minds of Congressmen, the fact remains that the purpose of the plan was so fine and the spirit of the planners so splendid that one gets from it all a new faith and sees in it all a new vision.

We do not know who conceived the idea—Jim Stowe, perhaps, or Kent Blair, or John Goode—nor do we care particularly since all three are capable of just such ideas. The fact that does matter is that twenty-two business men, none too well fixed financially, dropped everything at the request of the North Carolina Pharmaceutical Association and took a long trip with no other thought in mind than working earnestly for the common good. They went from every congressional district in the State and they told their several Congressmen exactly what present unrestricted practices were doing and what the passage of the Fair Trade Bill might be expected to do. They blew no trumpets, made no threats, and boasted not of the thing they did. They are entitled to the sincere thanks of every independent retail druggist in North Carolina and we feel right in saying that such thanks are felt.

Representative Kelly To Speak in Asheville

(*Asheville Times*, April 6, 1928)

"KELLY TO TALK HERE IN MAY ON 'FAIR TRADE'

"PENNSYLVANIA CONGRESSMAN WILL ADDRESS MERCHANTS OF ASHEVILLE

"Representative Clyde Kelly, of the 3rd district of Pennsylvania, one of the originators of the Capper-Kelly Fair Trade Bill, now before a sub-committee in the House, which aims to restrict the activities of chain stores throughout the country, will come to Asheville to address members of the Asheville Merchants association some time in May, it was announced Friday by John A. Goode, member of the Executive committee of the National Association of Retail Druggists.

"The date of Mr. Kelly's arrival has not yet been set, Mr. Goode said. The Pennsylvania congressman expected to come to Asheville during April, but was prevented from doing so by business.

"As a leader in the movement against the huge national chains in all retail fields, Mr. Kelly is expected to be warmly

to the Sherman Anti-Trust act which effectively restricted the immense beef, oil and other trusts twenty years ago.

"According to Mr. Goode, who has made an exhaustive study of the situation, the retail merchants are confronted with an acute situation caused by the chain stores which he believes in 25 years will put them practically out of business. The Capper-Kelly bill, Mr. Goode said, is a safety measure for the public.

"Mr. Kelly's subject in Asheville will be 'Preserve the Future for the Independent Merchant.'"

In a letter to the writer, Mr. Goode extends an invitation to North Carolina druggists to come to Asheville to hear Representative Kelly speak. He states that he will provide tickets to the banquet for those who wish to attend. It is hoped that a large number of our members will avail themselves of this opportunity to hear the one man in America who is doing more than any other to secure the passage of remedial legislation for the independent merchants of the nation. Advise Mr. Goode if you can be there, so he may secure tickets. The date will be announced in the press when it is definitely decided upon.—F. O. B.

Lee Reinheimer's Death

Lee Reinheimer is dead!

Someway we cannot adjust ourselves to the idea. His and our paths have not crossed in recent years but when last we saw him and in all the years during which we have known him he seemed so *alive* that it is impossible to reconcile the news of his death with the memory of his active goings about.

Four persons may perhaps be said to have originated and made virile the Traveling Men's Auxiliary of the N. C. P. A. Lee was one of them. For years he "boosted" beforehand the meetings of the Association and for years he contributed greatly to the success of the annual conventions. Latterly he has not often been present at the yearly gatherings. We missed him; urged him again to become active as an Association advertiser. Ill health, of which we knew nothing, perhaps was responsible for the gradual lessening of his enthusiasm. And now he is dead, hence lost to us always.

To his family we extend our earnest sympathy. With his friends—and there were

DISPENSING SECTION

MATTIE E. SMITH, *Editor* 401 N. TRYON ST., CHARLOTTE, N. C.

Why Not Support the Section on Dispensing?

Your editor of the Dispensing Section, MISS MATTIE SMITH, has worked faithfully and apparently almost alone in the conduct of this interesting and extremely useful service. Surely you run into incompatabilities, best methods of procedure in filling prescriptions, dispensing, and in the preparation of galenicals and other pharmaceuticals. Your fellow-pharmacists are interested and would welcome an exchange of this helpful information, so why not pass the knowledge of your experiences along to your associates? It is the considerate, the professional thing to do, and I am sure you will get joy out of the giving—E. V. K.

A Few Suggestions About Things You Can Make at a Profit

Milk of Magnesia

Milk of Magnesia has come into its own. The different makes vary in consistency and in price. Until the last year or so this preparation was extremely difficult to make and even now, if the U. S. P. method is used, the average pharmacist could not hope for much success in its manufacture. The new especially prepared calcined magnesium oxide, "Mattison's Magma Magnesia Calcined New Method" makes the preparation of Milk of Magnesia extremely easy.

Directions:

Magma Magnesia, 1 part
Pure Warm Water (125°F) 16 parts } ...by weight

In a bottle containing one part by weight of Magma Magnesia add eight parts of water (125°F). Shake well to insure a uniform mixture. Set aside for 24 hours and then add the other eight parts (125°F) of water. Shake well and set aside for 24 hours. That is all there is to it unless you want to experiment by the addition of some aromatic substances such as peppermint or enzymes which function in an alkaline media—Pancreatin or Diastase. The latter as a starch digestant is extremely active and it is not easily destroyed by antiseptic and other medicinals.

Cold Cream

Mineral Oil (White)	54.2	cc
White Wax	17.	Gms.
Borax	5.6	Gms.
Water (Distilled)	18.19	cc

Melt the white wax in the mineral oil and heat to 90-100°C. Dissolve the borax in boiling distilled water. Add the borax solution slowly to the oil and wax with constant stirring. Continue to stir until nearly cold then add the perfume and fill into jars. A small ice cream freezer is excellent equipment for making various creams and other toilet preparations. The various perfumes can be bought already compounded from any of the volatile oil dealers or if you want a formula for any specific odor, write to the editor of this section. Remember that various skin creams are emulsions and if you follow directions explicitly you will get good results. The secret of success is in the technique.—E. V. K.

Here's What Your Fellow-Druggists Have Been Up Against

MR. J. W. MCKAY, proprietor of McKay's Pharmacy and Mack's Drug Store, both of

Durham, sends us three orders he received recently. Here they are:

No. 1: Spher a maner the Cine the take size 10c.

No. 2: Chroof ar mumlcher.

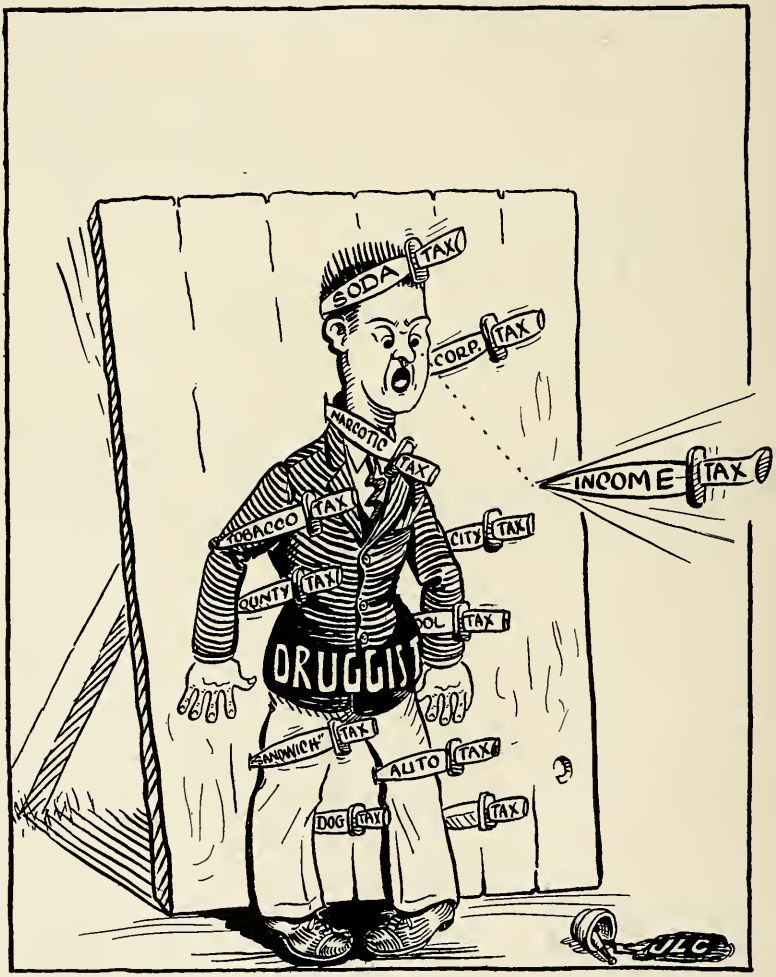
No. 3: Angiers Emulsion 5 cent quill Soda.

He writes that for No. 1 a ten cent bottle of Spirit of Ammonia was sent and it filled the bill. A bottle of Creomulsion proved to be what No. 2 ordered, while to No. 3 a bottle of Angiers Emulsion with Creosote was sent and that was right. No cross-word puzzle should be too difficult for a druggist!

As a rule nothing stumps MR. C. L. EUBANKS, proprietor of Eubanks Drug Co. in Chapel Hill. But look at this order he got the other day!

Mr. eubank pease send me somping fore my BaBy she hedadep cold she have a hair fiver and cafe and sem to Be Sore and a ralling n the chies she is little over 4 monis old.

Now wasn't that something to be up against?



Please Page Dr. Miles—Bring on the Nervine

LEGAL SECTION

Frederick O. Bowman, LLB. *Editor.* Chapel Hill, N. C.

Visit of North Carolina Druggists to National Capital

For the information of the large number of JOURNAL readers who are not affiliated with the National Association of Retail Druggists and who, therefore, do not receive the N. A. R. D. Journal, we are carrying below the splendid article written by Mr. Brokmeyer, general attorney for the national organization, appearing in the publication referred to, issue of March 29, under heading "Legislative News From the National Capital." Mr. Brokmeyer has furnished a complete story of the visit of the large delegation of our members who journeyed to Washington in the interest of the Capper-Kelly Fair Trade Bill now pending before the Congress of the United States. He tells how and by whom the idea originated, of the appearance before the North Carolina Members of Congress, of the conference with Senator Simmons, of the reception given by Representative Clyde Kelly, author and backer of the measure, and calls attention to the significance of the action of the North Carolina Association members.

The visit of our druggists to Washington brought forth much favorable publicity and some of the newspapers and drug journals carried lengthy editorials. A copy of the press reports and the editorials will be furnished any North Carolina druggist by this office upon request. Also, this office has procured a number of copies of the Capper-Kelly bill, together with copies of Representative Kelly's speech covering the subject, for distribution among our members and others who want them.

The article follows:

North Carolina Druggists Act

North Carolina retail druggists do not believe so much in writing letters to congressmen and adopting resolutions favoring the Capper-Kelly Fair Trade bill. They think that direct action is more effective. Accordingly, on March 20, a delegation representing every congressional district in North Carolina, twenty-two strong, paid their own expenses and used their own valuable time in going to the national capital and seeing their congressmen and senators in person. As this large delegation of visitors trouped through the corridors of the House Office Building and the Senate Office Building and the halls of congress, they were the cynosure of all eyes. As counsel for the N. A. R. D. addressed Senator Simmons, he said: "Senator, this is no lobby. These are your constituents, representing every congressional district in North Carolina." Senator Simmons replied: "Please understand that I not only do not object to hearing from the people I have the honor to represent, but that I welcome information and advice from them at all times."

Joint Conference

The idea of a large delegation of representative retail druggists appealing to the state delegation in congress for the passage of the Capper-Kelly bill by visiting the delegation in Washington originated with R. K. Blair, one of the most prominent and influential druggists of Charlotte. He communicated this idea to John Goode, of Asheville, a member of the executive committee of the N. A. R. D., who in turn discussed it with J. P. Stowe, another of the oldest and most highly respected druggists in Charlotte. The matter was taken up with Frederick O. Bowman, general counsel for the North Carolina Pharmaceutical association, who promptly made all necessary arrangements. A joint conference with the entire delegation in the house from North Carolina was fixed for early in the afternoon of March 20. All of the ten members in the house from North

Carolina but two were present in the office of Representative Edward William Pou. The congressman's offices were not large enough to accommodate the large delegation. It overflowed into the corridor of the house office building.

Unprecedented

Representative Pou acted as chairman of the joint conference. He frankly stated that the conference was without precedent. He pointed out that it was customary for hearings to be granted on proposed legislation before the committees of congress. He said, however, that the members of the North Carolina delegation in the house were more than pleased to hear whatever the delegation of retail druggists had to say respecting the Capper-Kelly bill. Counsel Bowman in opening the meeting explained that the delegation of retail druggists represented every congressional district in North Carolina and that the mere fact that twenty-two retail druggists would leave their pressing and exacting business and come to Washington at their own expense, without solicitation on the part of anybody, was evidence of the seriousness of the situation confronting independent drug stores and the people depending on them for service in North Carolina. The scene and the attending circumstances were indeed impressive. They were unusual at the national capital. They must have been an "eye-opener" to the representatives of North Carolina in congress.

A Liberal Education

If the representatives from North Carolina in congress knew little, or nothing, about the meaning and effect and merits of the revised Capper-Kelly Fair Trade bill before the joint conference last week, they must have known much more at the conclusion of that conference.

Counsel Bowman introduced E. C. Brokmeyer, general attorney for the N. A. R. D., as the spokesman of the delegation to explain the bill. From the time he began until he concluded his remarks there was a running fire of questions propounded by certain members of the North Carolina delegation. Most of these questions showed how little the average congressman knows about the bill, or the seriousness of conditions con-

instance, Congressman Weaver wanted to know whether the Capper-Kelly bill did not violate a fundamental principle of law by authorizing contracts compelling a person who bought an article to sell it at the price fixed by the manufacturer. N. A. R. D. counsel replied that the Capper-Kelly bill did no such thing. The bill is permissive, not mandatory. No person is compelled to make a contract with a manufacturer binding himself to sell the article he purchases at the price fixed by the manufacturer. If the manufacturer refused to sell him unless he does agree to maintain the manufacturer's price, he is at liberty to buy a similar article from another manufacturer. Contracts authorized by the Capper-Kelly bill are limited to those covering transactions in competitive articles only. Representative Hammer apparently was laboring under the misapprehension that the Capper-Kelly bill would permit a manufacturer to make a contract with the distributer to maintain a price fixed by the manufacturer and thus enable the manufacturer and distributer to enjoy a monopoly in the manufacture and distribution of the particular article at the expense of the consuming public. N. A. R. D. counsel promptly replied that a monopoly in the manufacture and sale of any particular article composing drug store merchandise was impossible, because practically all articles handled by retail druggists are highly competitive. As an illustration, reference was made to the large number of laxatives to be found in any drug store, the variety of tooth brushes, tooth pastes, shaving creams, safety razors and blades, tonics, candies and confections, etc. Representative Abernethy reminded counsel for the N. A. R. D. that congressmen are chosen to represent the consuming public and he wanted to know how any congressman could be expected to approve such a bill as the Capper-Kelly bill. Counsel replied that retail druggists were not particularly partial or wedded to the Capper-Kelly bill, and recognizing the superior intelligence and experience of the national lawmakers, retail druggists would welcome a better bill if Representative Abernethy, or any other congressman, would draft such a measure. This brought forth a smile from Representative

humor of the situation seemed to be generally appreciated.

Retailers Generally Affected

Mr. Stowe appeared not only as a retail druggist, conducting six stores in Charlotte, not as a chain, but also appeared as the president of the local Retail Merchants' association. He found it practically impossible to meet the competition of not only chain drug stores, but other chain stores, which were developing rapidly in the larger cities of North Carolina. The only way he could meet their competition was by resorting to their methods of deceiving and imposing upon the unsuspecting public and he could not bring himself to conducting his business in any such manner.

Mr. Goode pointed out that local grocery, hardware and other merchants in the larger cities of North Carolina were vitally affected and concerned because of the encroachments of large chain stores, backed by Wall Street, which were not only driving local business men out of business, but taking money out of local communities. These local merchants had built up the cities and local communities had depended upon their continued success in business for the further development of their cities. A serious question of economics was involved. What use or redistribution will be made of the real estate and man-power now engaged in independent distribution? What future is offered the young man who desires to own his own independent business?

Representative Pou cut short the meeting by stating that the representatives were compelled to return to the house to answer roll call and meet other obligations. He promised that the representations made concerning the Capper-Kelly bill would be given serious consideration.

Effective Publicity

The North Carolina druggists, including wholesalers as well as retailers, who stormed the national capital last week, made a perfect job of their work by arranging for publicity that counts before they returned home. Messrs. Goode and Brokmeyer prepared a comprehensive report of the appearance of the delegation in congress for the Washington correspondents of all North Carolina daily newspapers and furnished it was made of the recent unusual and most impressive march of the small army of retail and wholesale druggists of North Carolina to the national capital. Those leaving their business and traveling hundreds of miles to appeal to congress for relief not only for themselves, but in behalf of drug store patrons, and local communities generally, were as follows: First Congressional district, R. R. Copeland; second congressional district, C. E. Matthews and A. N. Martin; third congressional district, C. B. Miller and J. C. Hood; fourth congressional district, B. F. Page and J. C. Brantley; fifth congressional district, C. C. Fordham, Parke Stratford, A. A. James, C. L. Eubanks, C. M. Andrews, J. C. Ferrell, J. L. Sutton, F. F. Lyon and F. O. Bowman; sixth congressional district, W. W. Horne; ninth congressional district, J. P. Stowe and R. K. Blair; tenth congressional district, Frank S. Smith and John A. Goode.

Narcotic Tax Reduction

On March 19, Senator Watson of Indiana, at the instance of the Indiana Pharmaceutical Association, introduced an amendment to the revenue bill passed by the House, reducing the annual tax on retail dealers in narcotics from $6 to $3. The proposal of the N. A. R. D. was a reduction from $6 to $1 on the ground that in 1926 Congress reduced the tax on physicians from $3 to $1 annually and druggists were deserving of as much consideration as they invest more money in narcotics and assume greater risks in handling them.

Senator Watson, however, after consultation with the general attorney for the N. A. R. D. and information that Secretary Mellon opposed a reduction to $1 because it would jeopardize the constitutionality of the Harrison Act as a revenue measure, decided it would be better to provide for a reduction to $3 and Attorney Brokmeyer agreed with him.

It is predicted that the Watson amendment will be adopted. Members of our delegation in Washington on the day following the introduction of the amendment, in the interest of the Capper-Kelly Fair Trade Bill, took time however to speak to Senator Simmons about the proposed reduction in the narcotic tax and ask that he support the

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Greensboro News

R. A. MCDUFFIE, *Reporter*

The Sykes Drug Co. has recently moved from S. Elm St. to the second block on W. Market St.

MR. DEWEY FARRELL is now located with the Fordham-McDuffie Drug Co.

After an absence of three years from Greensboro, MR. G. W. HART is back with the O. Henry Drug Store, No. 1.

MR. H. C. JONES is in charge of Mr. Coble's new store, the O. Henry Drug Store, No. 3.

The Stratford-Weatherly Drug Co. recently "put out" on some improvements in their store. The prescription department was placed overhead in an improvised mezzanine and a special department for Nunnally candy was installed.

Drug stores in Greensboro are becoming as numerous as filling stations. The writer wishes to advise any prospective new comers that the best bet for a new drug store in the Gate City will be in the new post office. Interested parties will please get in touch with MR. CALVIN COOLIDGE, of Washington, D. C.

Druggists in this section are making their plans to attend the Morehead meeting. There is every indication that there will be a record-breaking attendance!

Piedmont Topics

JOHN K. CIVIL, *Reporter*

MR. ROBERT R. SAIRGUIS, formerly with the People's Drug Store in Charlotte, is now with the Elizabeth Drug Co. in the same city.

MR. J. M. SPOON, who has been a most popular druggist with the E. F. Rimmer Drug Co. in Charlotte for the past two years, has resigned his position and will take a few months' rest.

The many friends of MR. CHARLES MURPHY of the Purcell Drug Co. of Salisbury will regret to learn of the death of his mother which occurred in Salisbury on March 12.

MR. R. F. HOLLAND will open another drug store in Charlotte about May 1st. He has leased a corner store in a recently completed building at the corner of Elizabeth avenue and Hawthorne Lane, and will operate his new pharmacy under the name of Holland's Pharmacy.

MR. FRANK NORMAN, of Charlotte, is now with the Scott Drug Co., succeeding the late MR. J. R. HENDERSON.

MR. O. D. BIDDY has accepted a position with the Grove Park Pharmacy, of Asheville. He was formerly with McGee's Pharmacy in the same city.

MR. B. T. KING, of the Hickory Drug Co., of Hickory, was one of the six candidates who successfully stood the recent examination of the South Carolina Board of Pharmacy.

Every member of the T. M. A. expects to be present at the N. C. P. A. meeting! We hope to have the pleasure of seeing all of our druggist friends there!

All Around North Carolina

M. J. LEIMKUHLER, *Reporter*

MR. C. W. ELLINGTON, formerly of Raleigh, but who for the past several years has been connected with the People's Drug Store, of Salisbury, will open Ellington's Drug Store in Raleigh early in May. The new pharmacy will be located on the Hillsboro Road in the neighborhood of Meredith College.

MR. R. C. HAIR and Miss Mary Long, of Forest City, were married on December 31. Mr. and Mrs. Hair are living at Pineville where the former is manager of the Pineville Drug Co. Mr. Hair is a graduate of the State University of the class of 1924.

The Dixon Drug Co. is the name of

the Summit Ave. Extension. MR. JUDSON BOAZ is in charge of the prescription department.

MESSRS. P. A. HAYES, of the Justice Drug Co., and L. RICHARDSON, of the Vick Chemical Co., have just returned from a ten-day trip to the Florida Keys. They were the guests of MR. H. S. RICHARDSON, president of the Vick Chemical Co., at Matecumbe Club, Islamorada, Fla., situated 75 miles below Miami. They report a wonderful fishing trip.

The many friends of MR. TOM LANDQUIST, of Winston-Salem, will be delighted to learn that he has recovered from his recent illness. He is looking fine and is again actively practicing his profession in the Twin City. He is associated with MR. SAM WELFARE.

MR. W. M. TAYLOR, owner of four drug stores in Winston-Salem, will open a fifth one in the Twin City about June 1st. The new pharmacy will be located at the corner of 25th and Liberty Sts.

MR. B. G. WARREN, of Raleigh, was injured when his automobile collided with another car while he was driving home from work on the night of April 8. He was taken to a local hospital but expects to be able to go home shortly. We understand he was severely cut about the face and hands. Mr. Warren is manager of the Sir Walter Drug Store, No. 2.

Tarboro is to have a new pharmacy owned by MR. W. A. LANE, who has been chief clerk for the Edgecombe Drug Co. for a number of years. The store will open for business about May 10 and will be operated under the name of the Lane Pharmacy. MR. J. S. SELDEN, who has been connected with the drug store of MR. J. C. BRANTLEY in Raleigh for a number of years, will succeed Mr. Lane at the Edgecombe Drug Co.

You can't afford to miss the next convention! Be sure to be on hand!

Eastern Carolina News

J. B. BOWERS, *Reporter*

MR. W. E. LEWIS, of the Mount Olive Drug Co., Inc., of Mount Olive, is the proud father of a baby girl, Katharine Susan Lewis, born Sunday morning, March 18.

MR. H. G. COX has sold his store, the Robersonville Drug Co., of Robersonville, to MR. B. L. RIVES who will operate it under the name of the Rives Drug Co. The new proprietor is a brother of MR. H. L. RIVES, of Bethel.

Eastern Carolina druggists seem to have caught the spring building fever, and what is more interesting than planning and watching a house grow! On a recent visit to Williamston I found that Mr. C. B. CLARK, of the Clark Drug Co., is erecting an attractive new home. Next I learned that MR. S. H. REID, of Washington is building an apartment house opposite old St. Peters' Church in Washington. The same day in Greenville I saw a new apartment house that is being constructed by MR. J. KEY BROWN.

MR. B. W. WALKER has resigned his position with Wiggins Drug Store in Rocky Mount to accept a similar one with the I. W. Rose Drug Co. in the same town.

MR. I. W. ROSE, of Rocky Mount, is convalescing after an operation for mastoiditis. We are glad to report that he is able to be at his drug store for a part of the day and hopes to have entirely regained his strength within a very short time.

MR. AND MRS. H. L. HICKS, of Rocky Mount, have just returned from a motor trip to New York and other northern cities. They report a most enjoyable vacation.

One good druggist told the reporter that he had not attended a pharmaceutical convention for twenty years, but that he was going to Morehead this year. This will be one of the biggest meetings we have ever had, and it will be a good time for druggists to make a resolution never to miss another convention of the N. C. P. A.!

General News Items

MR. J. G. TOLSON, JR., formerly with the Biscoe Drug Co., of Biscoe, is now with the Liberty Drug Store, of Liberty.

MR. C. L. CANNON, of Robersonville, has purchased the Central Pharmacy, of Kinston, from MESSRS. FRANK and E. B. MARSTON.

DEAN E. V. HOWELL spent his spring vacation in New York City continuing his researches in the New York Public Library in regard to the early life of Henry Harrisse, the eminent historian.

The Bryan Drug Co., Inc., of Aberdeen, opened for business on April 10. MR. E. L. BRYAN, formerly with Carter's Pharmacy in the same town, is manager of the new store. The pharmacy is equipped with a handsome American Frigidaire fountain, while the fixtures were purchased from the Morrison Mfg. Co.

MR. GUION L. SEWELL has resumed his duties with the J. Hicks Bunting Drug Co., of Wilmington, after an absence of about six weeks. Mr. Sewell was forced to undergo an operation in February.

MR. R. S. DAWSON has succeeded MR. C. B. RHINEHEARDT, who resigned as prescriptionist for the Kenilworth Drug Store in Asheville several weeks ago.

MR. D. M. GURLEY, of Sanford, has accepted a position as traveling representative for Cross and Brun, Real Estate and Insurance Agents, of Sanford. Mr. Gurley has charge of the loan department. He still retains the proprietorship of Gurley's Pharmacy. MR. C. C. LAYTON is in charge of the prescription department.

Be sure to bring a new member with you to the Morehead meeting!

The student body of the School of Pharmacy at the State University has elected MR. D. B. BROWNING, of Rocky Mount, as Pharmacy Representative on the Student Council for the session 1928-29. Mr. Browning is a member of the rising third year class, belongs to the Kappa Psi fraternity, and is very popular. Before entering the University he received his apprentice training in pharmacy in the T. C. McCall Drug Co., of Rocky Mount.

MESSRS. A. M. and V. V. SECREST have awarded the contract for the erection of a new brick building for the Union Drug Co., of Monroe, which was recently destroyed by fire. The first floor and basement of the building will be occupied by the pharmacy, and will be 30 ft. by 80 ft. The second floor will be used for professional offices.

At the recent meeting of the South Carolina Board of Examiners MR. R. C. GARLAND, of the firm of Garland, Flack and Wood, owners of the Peoples Drug Store and the Wood Drug Co., of Gaffney, was elected chairman to succeed MR. W. E. BOYD,

The Robinson Drug Co., of Rutherfordton, the Abernethy Drug Co., of Elkin, and the Angel Drug Store, of Franklin, have recently installed new fixtures manufactured by the Morrison Mfg. Co.

MR. WILLIAM NIESTLIE has moved his stock of goods to the corner of Sixth and Nixon streets, Wilmington, where he will in the future manufacture the medicines for the Niestlie Medicine Co., Inc., and will also sell some other goods at wholesale and retail. The new store will prove an aid to Mr. Niestlie in introducing his remedies to the public as he will not only have them on sale in his new store, but will be able to "boost them" personally to his customers. We are confident that Mr. Niestlie likewise retains his interest in the Venus Fly-Trap, which grows so well in New Hanover county. He is one of the oldest druggists in the State and one of the most loyal members of the State Association. The JOURNAL wishes for him every success in his business venture.

The roads are paved the entire distance to Morehead. If you make the journey by motor, you will have a wonderful trip.

MR. and MRS. M. L. JACOBS, of the State University, recently enjoyed a delightful motor trip to Charleston and the Magnolia Gardens. They visited MR. and MRS. W. A. PROUT, the former a college friend of Mr. Jacobs both at the University of North Carolina and the University of Nebraska. Mr. Prout is now a member of the Pharmacy Faculty at the Medical College of the State of South Carolina.

The JOURNAL offices were delighted to receive a visit not long ago from MR. W. E. CREWS, popular representative for the DeVilbiss Co.

The Eckerd Cut Rate Drug Store in Charlotte at 313 W. 10th St. has been consolidated with the company's store at No. 32, N. Tryon St.

MR. W. LEE MOOSE, who was with the Sterling Drug Co., of Charlotte, for a number of years, is now with Geo. C. Goodman and Co., of Mooresville.

ATTORNEY F. O. BOWMAN made an address before the Rotary Club of Oxford, on March 8. His subject was the "Evolution of a Drug Store."

Rimmer's Drug Store of Charlotte has been

drugs and chemicals of all kinds. The authorized capital stock is $50,000 with $1,100 subscribed stock by E. F. RIMMER, HELEN B. RIMMER and J. N. MOSS, of Charlotte.

Announcement was made on April 5 by MR. ALFRED V. BAUCOM, popular druggist of Apex, that he would seek a seat in the House of Representatives on the Democratic ticket in the coming primary. With Druggist Baucom in the House the interests of pharmacists will be well looked after and we are wishing for him every success in his political campaign.

Don't forget the dates for the next convention—June 19, 20, and 21!

MR. CHAS. A. DEAN, JR., formerly the proprietor of a small drug store in De Sota, Ga., is now making his home in Haleyville, Ala., where he is connected with Foster's Drug Store. Mr. Dean is originally from Elizabeth City in this State. He passed the Georgia Board in 1925 and later received his license in Alabama by reciprocity.

MR. PAUL BISSETTE, of Miller's Pharmacy, Wilson, recently made a business trip to Augusta.

PROF. E. V. KYSER, of Chapel Hill, delivered an illustrated lecture before the North Caro'ina Academy of Science, meeting at Chapel Hill on April 27. His subject was "The Cultivation of Mentha *piperita*. PROF. H. R. TOTTEN gave a paper jointly with Mr. Kyser on "The Cultivation of Mentha *citrata*. The University professors are making an extensive study of American peppermint at Moyock in Currituck county through a research grant from the American Pharmaceutical Association. Recently they were granted a second appropriation from the Smith Fund, administered by the Graduate School of the University for research, to continue their studies on the Cultivation of Bergamot and Jap mints in North Carolina. Messrs. Kyser and Totten are planning to increase greatly the area plantings of these mints this year. They state that parties interested in receiving stock for experimental purposes may have same by writing to either Prof. Kyser or Prof. Totten at Chapel Hill.

The Greene Street Drug Co., of Greensboro, has been incorporated to carry on the business of druggists, chemical manipula- $50,000 with $500 subscribed stock. The incorporators are MESSRS. WM. P. SELLERS, BAXTER S. SELLERS, L. W. JENKINS and others, of Greensboro.

MR. J. W. F. WOOTEN is now with the United Retail Chemists Corporation, of Durham.

The Freeman Drug Co., which was burned with an almost complete loss on February 25, will re-open for business about May 1st. MR. J. P. BRADLEY, the proprietor, has been busy for the past month supervising the tearing out of the old structure and the erection of a new building. The interior is being differently arranged and will be modern in every detail. The improvements will add greatly to the appearance of the pharmacy. New fixtures have been purchased from the Morrison Mfg. Co. and a complete new stock has been ordered.

Could anything be nicer than a trip to the seashore the middle of June?

DEAN E. V. HOWELL, representing the University of North Carolina School of Pharmacy, and DR. E. V. ZOELLER and MESSRS. C. P. GREYER and J. G. BALLEW, of the State Board of Pharmacy, attended the joint meeting of District No. 5 of the N. A. B. P. and the A. A. C. P., which was held at Bristol, Tenn.-Va., on April 13-14.

MR. RUSSELL TUCKER, proprietor of Tucker's Drug Store, Reidsville, has joined the Reidsville Gun Club. A friend writes us "that he only misses every NOW AND THEN."

We regret to announce that MR. W. T ANDREWS, proprietor of Andrews Drug Co., of Goldsboro, has been compelled to undergo treatment for some time in a Baltimore hospital. His many friends are wishing for him a complete and speedy recovery.

MR. B. W. BINFORD writes that he is now living in Tignall, Ga. He says that although he has been away from North Carolina for a year and a half, he is desirous of returning to the "Good Old State," and is planning to come back shortly to resume the practice of pharmacy.

The School of Pharmacy and JOURNAL offices were delighted to receive a visit from MR. W. S. ("BILL") MOYE, of Rocky Mount, on April 6. Mr. Moye says he has never lost his interest in the profession of

looking over the handsome new building occupied by the School. He is now president of the State Fair Association and is busy working out the many details incident to his responsibilities in this office.

MR. A. S. CATE, of the Revolution Pharmacy, of Greensboro, on March 20 played a prominent part in the exercises incident to the laying of the cornerstone of the new $150,000 Masonic Temple which is being erected in the Gate City. *The Greensboro Daily News* recently carried a four-column width photograph of the event. Mr. Cate is shown seated on the platform next to Grand Master Raymond C. Dunn, of Enfield. The new temple is being erected upon the lot where formerly stood the home in which O. Henry (William Sidney Porter), renowned druggist-short story writer, was born.

MR. W. B. LYON, of Greensboro, is now connected with Eckerd's Drug Store in Durham.

The program for the Forty-Ninth Annual Meeting of the N. C. P. A. will be published in the June JOURNAL. Watch out for it!

An Honest Man

The Charlotte News recently carried the following interesting story from Statesville:

"If Diogenes, the Greek cynic of ancient times, had been in Statesville today he would have found the 'honest man' for whom he had been searching diligently with his lantern.

"An unknown man called at the Boulevard drug store about 9 o'clock and asked permission to pay a debt of two cents which he had been owing for the past four years. The stranger, apparently a traveling man, explained that four years ago, when the drug store operated a gas tank in addition to its main business of dispensing drugs, he bought some gasoline which amounted to $1.12. Having only $1.10 in his pockets, he emptied his purse, leaving with the promise that he would come back and pay the balance. This morning, after 48 months of waiting, he suddenly appeared, paid the two cents and left without making known his identity or explaining his reason for the long delay in meeting the promised obliga-

That's The Way To Do It

We have just learned that, through the influence of MR. J. F. GOODRICH, the B. C. Remedy Co., of Durham, is having all their tire covers painted with the following wording, advertising the forthcoming convention of the N. C. P. A.

N. C.
Druggists' Convention
June 19th., 20th., 21st.
Morehead City, N. C.
B. C.

We understand that Mr. Goodrich is going to try to get several other salesmen to have tire covers painted similarly. With everybody boosting the meeting this way we cannot help having a most successful convention.

Another Drug Store at Burlington Burns

The Burlington Drug Co.'s large store on the Main street of Burlington, together with several offices on the second floor of the building, were completely wrecked by a fire early on the morning of March 25. The fire was discovered by the night policeman, who promptly turned in the alarm. The blaze had started in the prescription department in the rear of the store and was hard to get at. Streams of water were thrown through front and rear windows, doors and up-stairs windows, and the flames were under control within a comparatively short time. MR. C. M. ANDREWS, the proprietor, states that he has no idea how the fire could have originated. The force left the store about eleven o'clock in the evening, having had no fire all day and there is no clue as to how the conflagration started. The stock was valued at from $8,000 to $10,000, covered by insurance.

Druggist's Wife Injured

MRS. A. S. CATE, wife of the proprietor of the Revolution Pharmacy, of Greensboro, sustained a broken left leg and cut on the head on the afternoon of April 9 when she was struck down by an automobile driven by a local negro tailor. The man is in the city jail charged with operating a car while under the influence of whisky, and assault

accident. Mrs. Cate is said to have been crossing the street when the accident occurred. An ambulance was called and she was sent to St. Leo's Hospital where she is reported to be resting comfortably.

Dr. Ruth at the University

Dr. Robert J. Ruth, Chief of the Pharmaceutical Division of E. R. Squibb and Sons, delivered a most interesting lecture on the evening of April 12 in the Pharmacy Building at the University under the auspices of the local branch of the A. Ph. A. Dr. Ruth's lecture and film presented the subject of cod-liver oil under the title of "Sunshine from the Sea." It first portrayed the importance of sunlight; the vital qualities of ultra-violet rays, and then introduced cod-liver oil and its value because of its Vitamin A and D content. The story was graphically told step by step from the fisheries to the final testing of the oil upon white rats to ascertain its vitamin content, and showed the special precautions used to preserve these valuable properties in the finished product. The lecture was largely attended by an appreciative audience of students and Faculty of the University, who were greatly interested in Dr. Ruth's entertaining presentation of his subject.

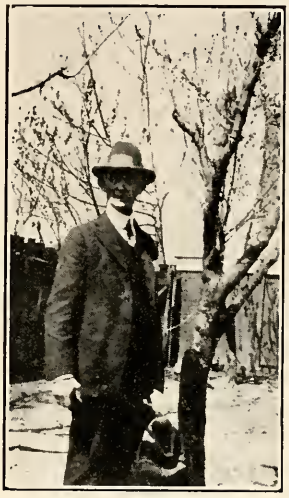
Marriages

News has just reached us of the marriage of Mr. William Fletcher Rogers and Miss Edith Link at High Point on the morning of February 17. The bride is the daughter of Mr. and Mrs. J. E. Link. Mr. Rogers is associated with his brother, Mr. R. P. Rogers, in the Rogers Drug Co., of Durham. After an extended wedding trip to Florida the young couple are at home to their friends in Durham.

Mr. Frank H. Lunn, of Winston-Salem and Miss Turnbull, of Norfolk, Va., announce their marriage on March 10. After an extended wedding trip Mr. and Mrs. Lunn are at home to their friends at the Robert E. Lee Hotel in the Twin City. Mr. Lunn received his license to practice pharmacy in 1912, graduating from the University with the degree of Ph. G. the following year. For a number of years he has been where he is the proprietor of several drug stores.

Deaths

In the April issue brief mention was made of the death of Mr. Jas. R. Henderson, who lost his life in the hotel fire at Shelby and who "died as he had lived, thinking of and helping others." We are quoting briefly from a tribute paid to him by a friend in the *Southeastern Drug Journal*. Lack of space prevents our reproducing the entire article.



Jas. R. Henderson

"Dr. Henderson, for 25 years a member of the selling staff of the Scott Drug Co., of Charlotte, also a director in the concern, is being mourned and spoken of in loving terms by scores of retailers, who are writing letters to the officials of the concern with which he was associated. And these letters are a touching reminder of the man himself —they show the many ways in which he helped those on whom he called—they show the esteem in which his advice and counsel were held—they are a silent and beautiful monument to a life of endeavor and service for others."

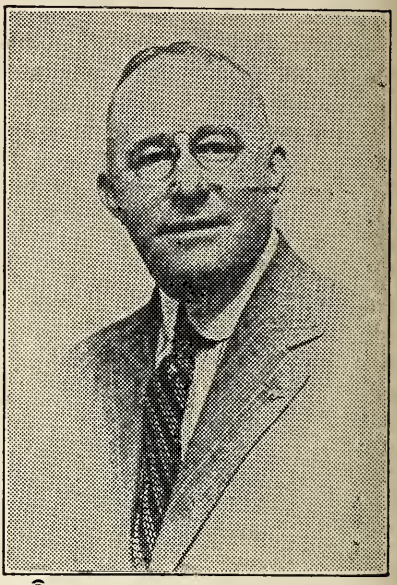
Mr. William M. Wilson, aged 86, died at the home of his daughter in Charlotte on the evening of April 6. Early in the evening he had complained of not feeling well and had retired. Later members of the family went into his room and found that he had

Wilson had been prominently associated with the business and civic life of Charlotte. He was a druggist before the Civil War, having begun his career when a young man under Dr. Scarr, but gave up his business to take part in the conflict. In 1869 he organized the firm of Wilson and Blake; later he formed a partnership with MR. W. R. BURWELL at Trade and Tryon Street. Several years afterwards he went into the wholesale drug business, being associated with MR. R. A. DUNN. Later he organized the Charlotte Drug Co. which he continued to operate until 1912 when he retired after forty years service in the profession of pharmacy.

MR. L. B. SASSER, prominent Wilmington druggist, died early on the morning of April 10 in the Jas. Walker Memorial hospital from injuries received the afternoon before when the machine in which he was riding turned turtle near Kenansville. Mr. Sasser was licensed in 1889 and for many years had been the owner of Wilmington drug stores. For a long time he operated Sasser's Drug Store at 8th and Market streets, but discontinued this business in 1925, and since that time has devoted his entire attention to his second store, the Mission Pharmacy on N. Front street.

Friends were shocked to learn of the death of MR. JOS. H. HALE, which occurred in a private hospital in Atlanta on March 15. For 25 years he had been connected with the Atlanta branch of Sharp and Dohme, first as general assistant, then as branch manager. He was universally popular with all who knew him.

MR. LEE REINHEIMER, for the past fifteen years popular representative in North Carolina for the Cliff Weil Cigar Co., died suddenly at the home of a friend in Greensboro on the evening of March 26.



Lee Reinheimer

Death followed an attack of indigestion earlier in the evening from which he had apparently recovered. He was a native of Richmond, Va., and was a member of the Khedive Shrine and a 32nd degree Mason. He is survived by his wife and daughter, his mother and father, and a brother. The JOURNAL extends sincerest sympathy to the bereaved family.

Established 1865

James Baily & Son

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Baltimore, Maryland

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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The 1928 meeting of the North Carolina Pharmaceutical Association will be held at Morehead City, June 19, 20 and 21.

The summer examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, June 12.



R. R. COPELAND, of Ahoskie

Forty-Eighth President of the North Carolina Pharmaceutical Association Who Will Preside Over the Morehead City Meeting

PRESIDENT COPELAND'S MESSAGE

Every member of the North Carolina Pharmaceutical Association is looking forward to the meeting at Morehead City, June 19-20-21, with a great deal of interest and pleasure.

This is the time when every druggist should recognize that he owes a duty to the organization to which he belongs. He should be thinking of his problems as the problems of others, and attend his Association meeting with the determination to render his best efforts in solving them. The only way we can hope to accomplish anything is by co-operative efforts. Let's cease to be competitors and instead be co-operative members of the same body.

We will have with us some of the outstanding speakers in the drug world. Mr. Jerry McQuade, Editor of *Drug Topics,* Mr. Samuel C. Henry, of the N. A. R. D., as well as Congressman C. L. Abernethy will address the convention. Ever since the delegation of druggists, made up of members of our Association, made the trip to Washington in the interest of the Capper-Kelly Fair Trade Bill we have been receiving favorable comments from the N. A. R. D., and I am sure these men will bring us a message that will be well worth going to hear.

Mr. Walter Hufham, Local Secretary, together with the druggists of Morehead City and Beaufort, and with the able assistance of Mr. Tom Butler, President of the T. M. A., and his wonderful bunch of assistants are planning to entertain us with recreation suitable to such an occasion. There will be something in the way of entertainment to suit everybody. A Revenue Cutter will be furnished for a trip out to Cape Lookout and through the Sounds. Also fishing for those who care to fish and bathing. A visit will be made to the United States Marine Laboratory and there will be the usual dance at night. The Traveling Men always add pep and do everything in their power to make us have a good time.

This will be the second year for sectional meetings and the program has been arranged so that they will not conflict. I understand that a large number are planning to attend and why stay away? There is a good road leading from your door to Morehead City and you do not have to get off of it. Just bring the wife along; she will enjoy the outing. It will do her good to get away for a few days. There is no better place to enjoy a few days outing than at Morehead City. We are expecting you so please don't disappoint us. It has been seventeen years since we met at Morehead City and many changes have been made. Mr. F. W. Hancock was Local Secretary when we met there before and we hope he will be with us again this year.

(Signed) R. R. COPELAND,

President North Carolina Pharmaceutical Association

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Can You Afford Not to Go?

Three factors operate this year to influence every druggist in North Carolina who can possibly do so to go to the Morehead City meeting of the Pharmaceutical Association to be held June 19-21.

1. There is a serious work to do that is going to be done. Whether it is done well and wisely depends in large measure upon how much counsel and help are brought to bear upon it.

A few years ago it was important for druggists to co-operate with each other; now it is business suicide not to do so. What was important has become imperative. Chain store competition is a case in point. Shall independent pharmacists sit supine and surrender trade that is necessary to maintain a convenient, neighborhood drug service, or shall they join with each other and with retailers in other lines (jewelry, groceries, etc.), and fight to hold business? Formerly every merchant felt that he was an independent unit in the selling game, free to practice the particular policies that to him seemed best calculated to gain trade. Then it was found expedient for all merchants to



organize, druggists in one class, jewelers in another, and so on. Today it appears necessary that there be a coalition of all the organizations that embrace independent retail dealers in order that the union of forces may better combat the effects of the giant organizations known as "chain stores."



You Will Meet Old Friends at the Morehead Meeting

Congress *must* be persuaded to the position that a manufacturer is entitled to fix the resale of his own product in exactly the same way that Ford sets the figure at which his machines may be sold. Furthermore such manufacturer ought to be entitled by law, as Ford is by power, to say who shall and who shall not be his agency of distribution. The Capper-Kelly Bill, if passed by Congress, would give manufacturers this privilege. But if such legislation is to be enacted, it will be because such organizations as the North Carolina Pharmaceutical Association work for it. Said association can work most effectively only when its membership is in harmony with the policies being followed. These policies should be formulated by a large percentage of the members after serious discussion at Morehead City.

Another thing, this coming year will witness the Legislature again in session. What shall druggists favor and what shall they oppose in the bills that are likely to be in-

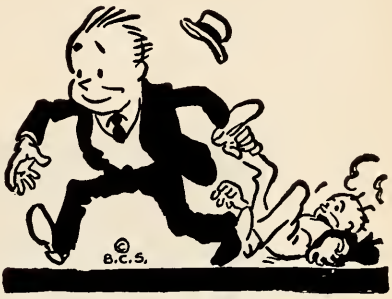
troduced? What legislation shall they seek for themselves?

2. Business men in all walks of life are realizing more and more their dependence upon the ideas and experience of other men in their particular line of work. The best druggist in the State can profit by learning how other druggists do things. Not only is he advantaged by the ideas of other retail druggists as they are brought out in conventions like the one to be held at Morehead City, but he can gain helpful information and perhaps some new points of view by listening to such speakers as will address the Morehead meeting. Secretary Samuel C. Henry, of the N. A. R. D., is coming 600 miles to give North Carolina retail druggists the advantage of his experience and observation in the field of retail pharmacy as he has gathered it in all parts of the country. Congressman C. L. Abernethy is journeying down from Washington to discuss North Carolina and its possibilities. Dr. Paul S. Pittenger is coming from Baltimore to show by animal demonstrations how drugs are standardized and improved. Mr. Jerry McQuade, editor of *Drug Topics* is taking the trip down from New York to discuss the most vital problem that now faces the drug business. Dr. C. O'H. Laughinhouse, Secretary of the North Carolina Board of Health,



will be present to plead for a closer tie-up between pharmacist and physician. These men are taking time and much trouble to present a helpful message about a subject upon which they are thoroughly qualified to speak. It will be worth every retail druggist's while to hear them.

3. June is the best vacation season of the year for a retailer. Trade is slack, schools are out, the days are hot, and he needs to



Bring Along Another Member

escape from his four-wall prison and get some fresh air and sunshine that will clear his head and renew his oxygen supply. Morehead City is a happy selection as a recreational center. The fishing is perhaps better there than at any place along the North Carolina coast; the bathing beaches offer either still or surf water for swimming; the sailing may be outside or for miles along protected waterways; the dancing is good whether it be on the piazza of the Villa, in the ball room of the Atlantic Hotel, or at the new recreational pier above the very ocean itself; the eating is enjoyable because exercise and salt air make the already-good sea food taste better than fare ever tastes at home. Good roads lead east and west over which one can drive in the evening. For miles the way leads along a track that is bordered by ocean or sound where the whip of the wind and the feel of the air top off a day that has seemed good from its very beginning.

Did space permit we could go on advancing reasons why druggists should go to Morehead City for the annual convention of the North Carolina Pharmaceutical Association, but other things must be printed and so we leave the subject with the hope that before another issue of the JOURNAL appears there will have been held in Morehead the greatest meeting the Association has ever staged.



MR. SAMUEL C. HENRY, of Chicago

Secretary of the National Association of Drug Clerks,

Who will address the Delegates on the evening of June twentieth. Mr. Henry will speak on a subject of vital interest to every druggist in the country. No North Carolina Pharmacist can afford to miss his talk.

Women Greatly Outnumber Men as Buyers

A survey recently made of buyers in varioue types of retail stores in New York City shows that women constitute a greater proportion of purchasers than men. Except in hardware stores, the retail buying trade is largely made up of women. Here are some of the figures.

In drug stores women buyers outnumber men in the proportion of 78 to 22. Almost four times as many! (Do drug stores reflect this fact in their arrangement, management, and personnel?) In department stores the ratio is 82 to 18, an even greater difference. Almost the same condition is found in grocery stores where the proportion is 81 to 19. In jewelry stores and in electrical supply stores there are 80 women traders for every 20 men, a 4 to 1 ratio. And so it goes; the women are the buyers.

What applies in New York City applies in the main to North Carolina. Perhaps the number of men *found* in our drug stores is about as great as the number of *women*—maybe greater—but we are speaking of buyers and not visitors. Some stores, of course, cater almost exclusively to men, and these stores can ignore feminine patronage, but the average drug store makes far more sales to women than to men, and needs, therefore, to think first of what will sell best to women and second of what will appeal to men.

There is another phase of this question about women purchasers that we saw brought out in the *Northwestern Drug Journal*, for May, that is worth thinking about carefully. It is as follows:

"Assuming you are Mr. Brown, how long has it been since you checked with Mrs. Brown on the family budget? Not so much to determine how much she has spent, but rather to learn *where* she has spent it. Even more important, we maintain, is to ascertain where she is *going to spend* her money in the future.

"This is our point. You store is allied, at least in interest, with every individually operated or locally-owned store in your community or town. And being so allied you must boost for each of those stores if you expect them to boost for you.

"Perhaps boost is hardly the word. A booster too often overdoes. What we really mean is that you, your wife, your children, your friends—should *patronize* institutions whose problems are similar to your own. Only by so doing can you hope for the sort of reciprocity you desire and need.

"Let us put it a little more plainly. If Mrs. Brown buys her groceries from the A. & B. Chain Store, you can hardly expect Jones, the service grocer, to go out of his way to turn business your way as opposed to his patronizing the Wandering chain of drug stores. If Mrs. Brown—your lawfully wedded better half—buys regularly or even at intervals from the Real Rope Hosiery peddler, it is not at all likely that Johnson, the dry-goodsman, will lift a finger to prevent his household purchasing its drug needs from where it will.

"Again, if the International Cloak and Suit house, which has its principal warehouses somewhere in Mayor Walker's city, derives direct revenue from the sale of spring ensembles and lingerie through its beautifully illustrated catalog mailed to your home address, Bill Savinsky, the local cloak and suit retailer, will not insist that Rebecca buy her toiletries from Brown, the retail druggist.

"Who are the consumers? Who make up the buying power of a community? Who make it possible for the chain-store, the peddler and the mail-order house to operate at a profit? We're all citizens. And all citizens—native, foreign or plain 50 50—are consumers.

"And as consumers, we're all guilty, more or less. We are responsible for the prosperity of the people who, we are not loath to feel, comprise our keenest competition.

"Some time, we hope, every one will learn that money spent with a locally-owned enterprise helps build property values in one's community, that locally-owned enterprises support the church, the school, the playground, the hospital; that money spent with a locally-owned enterprise has a chance of returning quickly; that money so spent promotes friendlines, neighborliness and everything that goes for the betterment of home and community life.

"But first, we must sell ourselves and our families on the idea of reciprocity. Cast your bread on local waters. Trade one with the other and the store that gives you that bread will prosper.

"Know where your 'living' goes and perhaps more than a 'living' will develop from your business."

Milton Campbell Pays Us a Visit

There dropped in on the editor today for a brief visit a figure in American pharmacy whose career makes interesting study and whose policies are worthy of the fullest emulation. The man in question was Milton Campbell, of Philadelphia, one of the founders of the H. K. Mulford Co. and the only president the firm has ever had.

Mr. Campbell graduated from the Philadelphia College of Pharmacy (he is now the treasurer of the college) and took postgraduate work in chemistry under the well known Professor Leffmann. His original purpose was to study medicine, but an old physician in Maryland (Mr. Campbell's native state) told him that the best preparation for a successful career as a doctor was a course in pharmacy. Thus he was shunted away from his first plan and could not get back to it later because he lacked the necessary funds. After leaving Professor Leffmann Mr. Campbell became a prescriptionist in Philadelphia for several years, then the proprietor of a drug store, but ill health, induced by the confinement, forced him to seek another form of work. At this time (1891) he became acquainted with Mr. H. K. Mulford, and the two of them agreed, after a thirty-minute conversation, to form a partnership for one year and engage in the manufacture of pharmaceuticals. As Mr. Mulford was already preparing and selling a line of tablet triturates under the name of H. K. Mulford and as the partnership was a tentative proposition anyway, it was decided to use the name H. K. Mulford and Co. for the new venture. Mr. Campbell assumed direction of the work, was the president of the firm, and ever since has remained the head of the company.

The first years were hard sledding for the two young men. Some weeks it looked as if there would not be enough money coming in to pay off the employees. But both worked hard and finally the going was smoother. It would be superfluous to say that the concern is now one of the big business features of Philadelphia. Ten years ago Mr. Mulford retired.

It was an inspiration to the editor to listen to Mr. Campbell tell us of his early struggles, of the aims he held to, and of the plans he has for the future. Here is the head of a big corporation, a man who has created and directed to success a vast manufacturing enterprise, who yet retains the point of view of a scientist, and who holds a belief that he is entitled to profit only after he has profited others. To hear him talk and to watch his expression—almost that of a dreamer—as he outlines his code of practice, one is prone to forget that Milton Campbell is president of the H. K. Mulford Co., and to think of him instead as a gentle and earnest research professor in some university department of chemistry or biology.

He only stayed a little while and then was gone. But the day someway was brighter for his coming and he left behind some visions that are no less fine because they were created by a hard-headed business man who has prospered in a big American city.

North Carolina Started Something

Last month, as our readers know, a delegation of North Carolina druggists from every congressional district in the State, journeyed to Washington at their own expense and discussed with their respective representatives the Capper-Kelly Fair Trade Bill now pending in Congress.

The novelty of the idea and the practical value of the plan have so impressed druggists in other states that delegations are being formed in New York, Connecticut, Maryland, etc., to march on Washington with a similar purpose in mind. Out in Missouri they decided to go North Carolina one better. The druggists there chartered an airplane, sister ship to Lindbergh's Spirit of St. Louis, and journeyed to the national capital via the ether route. They too will interview their congressmen upon

(Carried forward to page 240)



The above cartoon by Mr. J. L. Cobb, of White's Pharmacy, Wilmington, tells a story that would require many words to relate. Not only the size of the giant but the expression on his face speaks eloquently of what chain store policies are doing to the small, independent dealer. The Capper-Kelly Fair Trade Bill, if enacted into law, will go far towards removing some of the merchandising evils that have developed from the modern system of retail distribution. It may not make Mr. Cobb's giant become less bulky in size but it will lift his foot off of the little fellow's chest and give him a *chance* to fight. And that is all independent druggists are asking—a chance in the competitive battle.



LAMBERT KUHN, Secretary-Treasurer of the Traveling Men's Auxiliary. Mr. Kuhn has been active in Advertising the Morehead City Meeting.

the matter of resale price legislation. Thus the idea grows. May its fruits be many. North Carolina has certainly started something. Credit her with another "first."

One Store Per Thousand Persons

From time to time we hear that such-and-such a country in Europe limits by law the number of drug stores, or pharmacies, that may be operated. We are apt to conclude that such a plan would be a fine thing for this country; that is we are apt to if we happen to be druggists doing business in a community overcrowded with drug stores. But would it help? In Turkey, for example, the Grand National Assembly recently passed a law to the effect that hereafter there shall not be more than one pharmacy for each thousand inhabitants. Such a limitation as this would be of no value to druggists in North Carolina since each drug store here has the potential patronage of 3,400 persons. Even in the cities of the State, Charlotte, Asheville, etc., which are thought to have too many drug stores, there are more customers per store than the legal ratio in Turkey of 1 to 1,000. We do not know how many customers are permitted each drug store in other continental countries that limit the number by law; maybe it is a great enough number to make such limitation a desirable thing for the stores so protected, but this we do know: America will never have any such law. It opposes in principle and in fact the theories of our government and of our business relationships. Theoretically the plan has much of good in it, but not nearly so much in this country as in a place like Turkey.

BUS SCHEDULES

Between Goldsboro, Kinston, New Bern, Morehead City, Beaufort

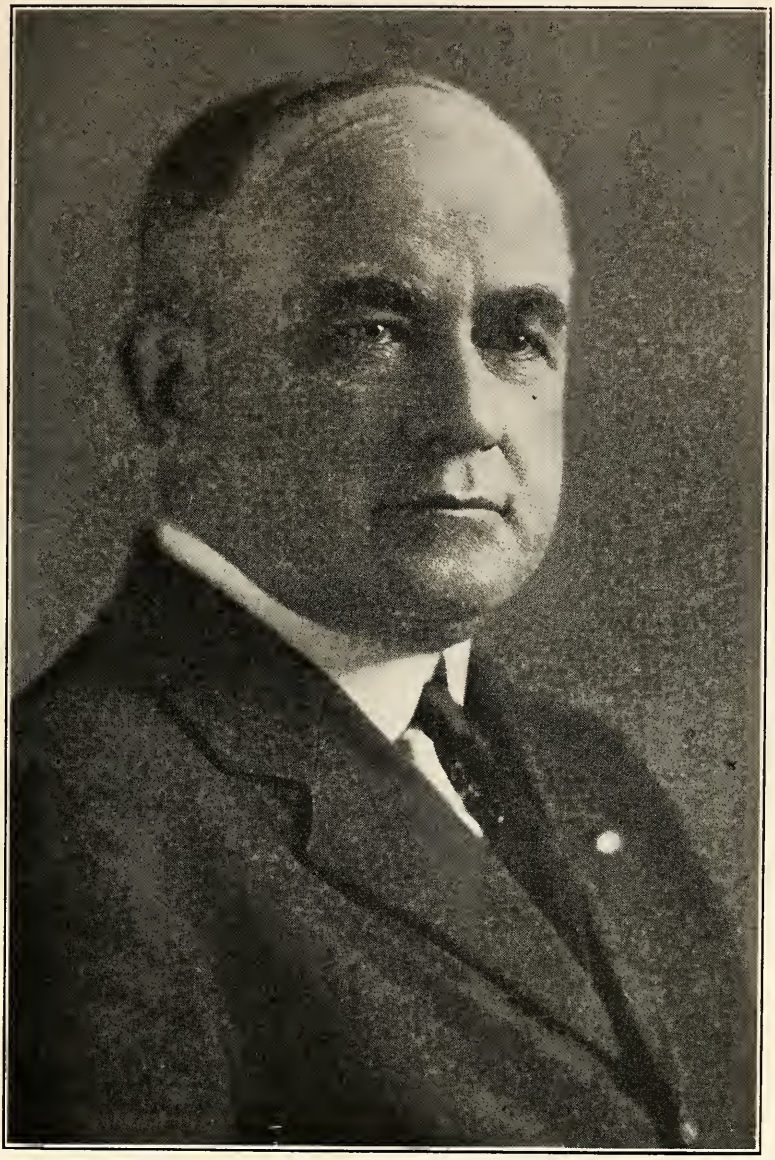
East Bound

Lv.	A.M.	A.M.	P.M.	P.M.	P.M.
Goldsboro..	7:00	9:45	1:15	3:15	6:30
LaGrange..	7:30	10:15	1:45	3:45	7:00
Kinston ...	8:00	10:45	2:15	4:15	7:30
Trenton ...	8:40		2:55		8:10
New Bern..	9:45	12:30	4:00	5:45	9:15
Newport ..	10:40	1:25	4:55	6:40	
More. City .	10:55	1:40	5:10	6:55	
Ar.					
Beaufort ..	11:15	2:00	5:30	7:15	

West Bound

Lv.	A.M.	A.M.	A.M.	P.M.	P.M.
Beaufort ..		6:45	8:15	12:15	4:00
More. City .		7:00	8:30	12:30	4:15
Newport ..		7:15	8:45	12:45	4:30
New Bern..	7:00	8:15	9:45	1:45	5:45
Trenton ...	7:45		10:30	2:30	
Kinston ...	8:30	9:45	11:25	3:25	7:30
LaGrange..	8:55	10:10	11:50	3:50	7:55
Ar.					
Goldsboro..	9:30	10:45	12:30	4:30	8:30

Connections at Goldsboro for Wilson, Rocky Mount, Raleigh; at Kinston for Greenville; at New Bern for Wilmington and Points South.



HON. CHARLES LABAN ABERNETHY, Representative in Congress from the Third District of North Carolina. He will be present at the Morehead City meeting of the Pharmaceutical Association, and on Thursday morning, June 21, he will deliver an address on "North Carolina and its Possibilities".

MESSAGES FROM SECTION CHAIRMEN

Chairman Horne Appeals to Proprietors

There has, perhaps, never been a time in the history of our Association when the proprietors have been confronted with more important and far-reaching problems than those which now face the independent retail druggists of the State.

The continued expansion of chain store organizations is rapidly changing merchandising conditions in all retail lines.

Can the independent retailers survive by becoming better merchandisers?

Would price maintenance legislation by Congress be effective toward remedying the evils of present conditions?

Is the ownership law the pharmacist's best hope for preserving his independence?

The meetings of the Proprietors' Section will be devoted to the consideration and discussion of papers on these and other subjects. We should not underestimate the value of such exchanges of opinion. The Association needs the combined judgment and experience of all its members.

The officers of the Section are looking forward to a most enthusiastic and profitable session.

Members contributing papers who for any cause should be prevented from reaching Morehead are urged to send or mail their papers to the Secretary of the Association with the notation: "For Proprietors' Section."

(Signed) WARREN W. HORNE,
Chairman.



Let's Go

Chairman Durham Urges Clerks to Be Present

I hope that I can impress every drug clerk in the State of North Carolina with the importance of the meeting that is only three weeks off. We meet at Morehead Villa where we can enjoy the moonlit sea and breathe the pure air from the Atlantic. Morehead City is a beautiful place connected now with Beaufort by a bridge which is of interest to visit. But there is more to be done than just visit the seashore. In this day and time changing conditions in the drug business demand our attention as never before. The independent retailer must ever be alert or else he will not keep up with the procession. It has been demonstrated here in North Carolina what a live Association can accomplish. If we could read of 900 druggists attending and bringing with them THEIR CLERKS and their wives in order to get together with their fellow druggists, to work together and to know one another, as well as to study problems of mutual interest so that the drug business can be made more profitable for clerk and proprietor, we would not have to fear the chain stores.

We are all pledged to take an interest in our State Association and I am appealing to our proprietors to see to it that each clerk attends our meeting, if possible. It was through the foresight of our Secretary, Mr. J. G. Beard, that the Clerks' Section was organized and it has been due largely to his progressive ideas that the Association has grown, so let's back him by helping the Clerks' Section.

Fellow-Clerks, I have made my appeal to the proprietors to let you go. Now let's make a resolution right now that we will go. We have had the misfortune to lose our chairman, Mr. Wolfe, in the past year as he had to give up the drug business on account of ill health.

At our meeting this year we will have for discussion questions of importance to every clerk in North Carolina and we must shape our policy in a definite way so we can be of assistance to the Association.

President Copeland says the only way we can hope to accomplish anything is by cooperation, so let us make this the best Association year. Don't forget the dates—June 19, 20 and 21.

(Signed) CARL T. DURHAM.



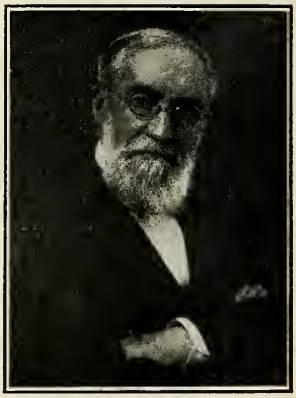
J. A. GOODE, of Asheville, Chairman of the Resolutions Committee of the N. C. P. A. and a Member of the Executive Committee of the N. A. R. D.

The Greatest Pharmacist That I Know

By D. R. DAVIS, of New Bern

I once asked a man of eighty-eight years this question: To what, Mr. Horne,* do you credit your long life? to the careful guarding of your health? to inherited longevity? to both or to what? His answer, so characteristic of him, came with no hesitation, after no deliberation, since there was no uncertainty in his mind, "To Providence, my boy," he said. This answer in itself tells right much about the man.

Shortly after I completed my pharmacy course at Chapel Hill I went to work at Horne's Drug Store at Fayetteville. There I remained for something over two years, learned right much of the ways of good business, and of the ways of gentlemen. I have recently returned home to work. Traveling drug salesmen coming into our store here now often greet me with some such remark as this: "Well, well, so you have left the Hornes, have you? Isn't that a fine drug store? And isn't it owned by fine men? Mr. Horne is a remarkable old gentleman, the oldest druggist in the State, I understand. Think of being in the drug business sixty-three years and retaining such a youthful spirit and bright attitude toward life as that old gentleman displays. He is remarkable!" These salesmen are unanimous in their expressions of respect and admiraton for Mr. Horne.



H. R. HORNE

The following is a copy of an open letter published in the *Fayetteville Observer*. I am satisfied that it better described the man in few words than any I might attempt to write.

An Appreciation

Editor, Fayetteville Observer,
Fayetteville, N. C.

Dear Sir:

It is well, in the midst of the scramble of life, to stop now and then, and take an inventory of the worth while things about us.

The greatest thing in all the world is life, human life—and we judge this life by our own personal standards of values, marking up here and marking down there, as we think men and women are really worth.

The other day I was coming down Green street and across the way one of Fayetteville's first citizens was slowly and cautiously wending his way homeward. He is not perhaps the first in age—not in wealth and not in the larger achievements of life; but a first citizen when judged by the best standards of time and eternity.

He came to dwell here when quite a young man, and through the years—more than sixty—he has maintained an even place in our community life—progressive without offense, sympathetic without show, and upright without display.

To me he has been helpful—and to scores of others who have touched his life of quiet manliness.

And now, while he can appreciate it, I want to pay this public tribute to a superior citizen of Fayetteville—H. R. Horne, an old school gentleman.

(Signed) JOHN A. OATES.

I am a young man; my association with druggists has accordingly been limited. However, I have come to know quite a few in recent years. I have found among them a number of good druggists, true friends, and fine gentlemen, but I believe Mr. H. R. Horne, of Fayetteville, is the finest gentleman and the greatest pharmacist of them all.

Mr. R. H. Horne, a charter member of the Association, was an enthusiastic attendant at the Greensboro meeting last year. He will, of course, be present at Morehead City to see his son, Mr. Warren W. Horne, inducted into office as president. This will be the first time a member of the Association has ever had the privilege of seeing a son of his succeed to a position, the presidency, that he himself occupied with distinction in earlier years. We congratulate the elder Mr. Horne on his long years of successful service and we wish for him continued health, happiness and prosperity. We congratulate the junior Mr. Horne on the priceless privilege he has enjoyed of companionship and workship through many years with his distinguished father.—Ed.

* Mr. H. R. Horne.



Owens Ovals

IN selecting your prescription bottles use the same care you use in preparing the prescriptions. Attractive appearance in the package will build a confidence among your customers.

The Owens Bottle Company
Toledo

HERE'S THE NEW

Pro-phy-lac-tic Cabinet Deal

Which Offers You

42%

PROFIT

And the New

Complete Line of

Pro-phy-lac-tic

TOOTH BRUSHES



THREE STYLES—ONE QUALITY

MAKE-UP OF ASSORTMENT G

4 Doz. Tufted	**Pro-phy-lac-tic**	@ 50c	$24.00
1½ Doz. Oval	"	@ 50c	9.00
½ Doz. Masso	"	@ 50c	3.00
6 FREE BRUSHES		@ 50c	3.00
SELL			$39.00
COST			22.50
Your Profit 42%, or			$16.50

AND THE NEW CABINET FREE

Only one Assortment G (with Cabinet) to a store. To get the same deal **WITH FREE GOODS**—but without cabinet—order Assortment GX—as many as you want.

Order at once from

THE BODEKER DRUG CO.

RICHMOND, VA.



POWDER PUFF DEAL
No. 48E

Four Dozen Assorted
8 Pastel Shades 3 Shapes
Round Square Heart

Novelty shades and shapes in powder puffs that will command the buying impulse of your women clientele and with each assortment

FREE!

This beautiful electrically illuminated counter display.

Each puff is sealed in a dust proof cellophane envelope, packed in shipping container with new counter display shown above.

Assortment 48 E

48 Powder Puffs, retail 25c ea.	$12.00
Cost to Retailer	6.76
Profit	$ 5.24

Profit per dozen $1.31

And All Merchandising Expense Paid

Re-orders for these Puffs will be filled only in the regular 4 doz. assortment.

THE BODEKER DRUG CO.

RICHMOND, VA.

Morrison's "Better Built" Fixtures Are Built Up To A Standard And Not Down To A Price



Showing Interior View Mount Vernon Shoppe, Charlotte, N. C.

Ambitious Merchants Desiring to Place their Stores above the average will profit by investigating the superior construction and finish furnished in "Better Built" Fixtures.

Every Set of Fixtures are Especially Planned and Designed for the particular store and purpose for which intended.

Plans and Estimates Cheerfully Furnished Without Obligation

MORRISON MANUFACTURING CO.
STATESVILLE, N. C.

BANK OFFICE STORE FIXTURES

Tom Butler And The Traveling Men's Auxiliary

Again and again in these pages we have tried to express our gratitude to the members of the Traveling Men's Auxiliary for their genuine interest in the North Carolina Pharmaceutical Association and for their ever-ready co-operation in whatever work the organization undertakes. The annual meetings could never be the success they are if it was not for the enthusiastic "boosting" of the Traveling Men day-in and day-out three hundred and sixty-five days in the year, and the meetings themselves would not be half so enjoyable were it not for the delightful entertainment features the Auxiliary provides. We also want to take this opportunity to say how grateful we are for the invaluable assistance the Travelers have given in the publication of the JOURNAL.

We are setting aside this page in appreciation of the splendid work that has been done by the Traveling Men's Auxiliary, and also to pay tribute to the "corking good salesman" who has been the directing force of the organization during the past year and who has ever been a firm believer in and booster of the North Carolina Pharmaceutical Association—President Tom Butler, of Reidsville.

Thomas F. Butler was born in Reidsville on April 25, 1899, the son of Charles Clifford and Emma (Ostwald) Butler. He received his early education in the Reidsville High Schools and was planning to follow the manufacture of tobacco, but owing to his health he was compelled to give up his plans. He accepted a position as traveling salesman for the American Tobacco Company in Mississippi where he worked for one year. He was then transferred from Mississippi to Georgia and was Sales Manager of the Savannah Division for six months. There he met Mr. N. F. Fiske, now vice-president of the Hollingsworth Candy Company, who immediately engaged Mr. Butler as representative of the company in southwest Georgia. He has been connected with the Hollingsworth Company for the past seven years and for the past six years has been Sales Manager of the State of North Carolina.

Mr. Butler is a great booster for his native State and always votes the Democratic ticket. He is likewise a firm believer in the North Carolina Pharmaceutical



TOM BUTLER, of Reidsville
President of the Traveling Men's Auxiliary

Association. In an enthusiastic letter about the forthcoming meeting he says: "I have had the pleasure of traveling five different states, but of all of them I prefer North Carolina. I know that the druggists of the Old North State are the finest type in the country. I can never express my appreciation of the honor the Traveling Men's Auxiliary paid me by electing me president. I have never run into a finer bunch of men anywhere."

The JOURNAL takes pleasure in paying this tribute to an energetic and successful salesman, a sincere and loyal friend, and an enthusiastic believer in and active worker for the North Carolina Pharmaceutical Association. Tom Butler is widely popular among the druggists and traveling men of the State and they are ever anxious to express admiration for his friendliness, sincerity and business ability.



R. K. BLAIR, of Charlotte, Chairman of the Insurance Committee and One of the Most Loyal Members of the Association.

OFFICERS, COMMITTEES AND DELEGATES OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Officers

PRESIDENT

R. R. Copeland.....Ahoskie

VICE-PRESIDENTS

Polk C. Gray.....Statesville
C. C. Fordham, Sr.....Greensboro
R. K. Blair.....Charlotte

SECRETARY-TREASURER

J. G. Beard.....Chapel Hill

ASSISTANT SECRETARY-TREASURER

C. M. Andrews.....Burlington

LOCAL SECRETARY

Walter Hufham.....Morehead City

GENERAL COUNSEL

F. O. Bowman.....Chapel Hill

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F. W. Hancock, *Sec.-Treas.* — J. G. Ballew
C. P. Greyer — I. W. Rose

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E. F. Rimmer, *Vice-Chairman* — C. E. Fitchett, *Secretary*

CLERKS' SECTION

C. T. Durham, *Chairman* — P. J. Melvin, *Secretary*

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C. C. Fordham, Sr. — D. C. Lisk
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F. W. Hancock — C. T. Council

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E. F. Rimmer — E. L. Tarkenton

SCIENTIFIC

G. A. Russell, *Chairman*

E. V. Kyser — W. L. Moore

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S. E. Welfare — W. W. Horne

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LOCAL ASSOCIATIONS

B. H. Wolfe, *Chairman*

P. J. Melvin — J. C. Hood

PRINCIPLES OF BUSINESS PRACTICE

C. L. Eubanks, *Chairman*

E. L. Tarkenton — C. B. Miller

Delegates

A. PH. A.

E. V. Zoeller, *Chairman*

I. W. Rose — E. V. Howell

N. A. R. D.

J. A. Goode, *Chairman*

C. C. Fordham, Sr. — E. F. Rimmer

CONVENTION PROGRAM

Schedule of the Forty-Ninth Annual Meeting of the North Carolina Pharmaceutical Association

June 19, 20, 21, 1928

Registration of Delegates in Lobby. Desk will be in charge of Assistant Secretary-Treasurer C. M. Andrews. A Registration Fee of $1.00 will be charged each person participating in the program of the convention.

FIRST SESSION

Tuesday Morning at 10:00

Ball Room, Morehead Villa, Morehead City

Convention called to order by President R. R. Copeland, of Ahoskie.

Invocation by Rev. A. P. Stephens, Pastor of First Baptist Church, Morehead City.

Address of Welcome on Behalf of the Towns of Morehead City and Beaufort by Mayor Luther Hamilton, of Morehead City.

Response to Mayor Hamilton's address by Vice-President Polk C. Gray, of Statesville.

Address of Welcome on Behalf of the Druggists of Morehead City and Beaufort by Mr. Joseph House.

Response by Vice-President C. C. Fordham, Sr., of Greensboro.

Roll Call by Secretary-Treasurer J. G. Beard.

Reading of Minutes of Preceding Meeting.

Applications for Membership Received and Acted Upon.

Presentation of Visiting Delegates.

General Announcements by Local Secretary Walter Hufham.

Appointment of the Nominating Committee.

Appointment of the Committee on Time and Place of Next Meeting.

Meeting of the Scientific Section:

Report of the Scientific Section, by Chairman G. A. Russell.

Address by Dr. Paul S. Pittenger, Director of Research Laboratories of Sharp & Dohme, of Baltimore, Maryland. Subject: "Biologic Assay Methods." Dr. Pittenger will demonstrate on frogs, roosters, dogs, etc., the several ways by which official drugs are standardized that cannot be assayed chemically.

Reading of Scientific Papers.

Flowers and Flower Oils: How Perfumes Are Made. (Illustrated). By E. V. Kyser.

Menthol. By G. A. Russell.

SECOND SESSION

Tuesday Afternoon at 2:00

Annual Address of the President of the North Carolina Pharmaceutical Association, by Mr. R. R. Copeland.

Annual Report of the Secretary-Treasurer of the North Carolina Pharmaceutical Association.

Annual Report of the Executive Committee.

Tuesday Afternoon at 4:00

A trip will be taken on the Coast Guard Cutter to Cape Lookout, returning by Fort Macon, or in the event of bad weather, a cruise will be made through the inland waterways.

Tuesday Evening at 8:30

President's Reception and Ball at the Atlantic Hotel.

The officers of the Association and the Board of Pharmacy together with their wives will receive the delegates and visitors to the Morehead City meeting. Following the reception a dance will be held in honor of President and Mrs. R. R. Copeland.

THIRD SESSION

Wednesday Morning at 10:00

(Meeting of the Traveling Men's Auxiliary. Room to be announced later.)

(Meeting of the Woman's Auxiliary. Room to be announced later.)

Annual Report of the Secretary-Treasurer of the North Carolina Board of Pharmacy.

Report of Chairman R. A. McDuffie of the Papers and Queries Committee.

Reading and Discussion of Papers.

A Brief Report from the Delegation to Washington in the Interest of the Capper-Kelly Bill. By C. C. Fordham, Sr.

Codeine and Veronal Addicts. By Dr. W. C. Ashworth, of Glenwood Park Sanitorium, Greensboro.

Our Nunnally Candy Department. By either Earl Weatherly or Parke C. Stratford.

My Drug Store Lunch Counter. By E. F. Rimmer.

Preserving the Independence of the Individual Pharmacist. By E. L. Tarkenton.

A Psychology Test for Druggists. (A handsome prize will be awarded the winner by the Scott Drug Co., of Charlotte.)

(Titles of other papers will be announced later.)

(The Women's Auxiliary offers a cash prize of $10.00 for the best paper submitted during the Convention.)

Presentation of Subjects for Debate.

Address of Mr. Jerry McQuade, Editor of *Drug Topics*. Subject: Some Things We Must Do to Keep Our Hats in the Ring.

Report of Attorney F. O. Bowman.

Report of the Legislative Committee by Chairman G. K. Grantham.

Formulation of the Legislative Policy for 1928-29.

"The Story of Antivenin." A moving picture demonstration of the manufacture and standardization of antitoxin for snake venom. The film, together with lecturer, is supplied through the courtesy of the Antivenin Institute of America. Lecturer: R. H. Hutchison.

Report of Committee on Principles of Business Practice by Chairman C. L. Eubanks.

Report of Resolutions Committee by Chairman J. A. Goode.

Wednesday Morning at 11:00

A card party will be given the ladies attending the convention by the druggists of Beaufort and the Beaufort Chamber of Commerce.

Wednesday Afternoon at 2:30

Through the courtesy of the Traveling Men's Auxiliary a fishing trip will be taken by the delegates and their guests. Fifteen or twenty boats will be provided as well as fishing tackle and bait. The boat trip each way will require an hour, and two hours will be allotted to the fishing, making the entire outing cover four hours.

FOURTH SESSION

Wednesday Evening at 8:30

Address by Mr. Samuel C. Henry, Secretary of the N. A. R. D. (Mr. Henry will announce his subject later.)

Address by Dr. C. O'H. Laughinhouse, of Greenville, Secretary of the North Carolina Board of Health. (Subject to be announced later).

Thursday Morning at 9:30

(Section Meetings)

Meeting of the Proprietors' Section. Ball Room, Morehead Villa.
Invocation.
Address by Chairman W. W. Horne.
Appointment of Nominating Committee.
Appointment of Resolutions Committee.
Report of Secretary C. E. Fitchett, of Dunn.
Reading and Discussion of Papers.
Presentation of Subjects for Debate.
Miscellaneous Business.

Meeting of the Clerks' Section. Room to be announced.
Invocation.
Address by Chairman Carl T. Durham.
Appointment of Nominating Committee.
Appointment of Resolutions Committee.
Report of Secretary P. J. Melvin.
Reading and Discussion of Papers.
Presentation of Subjects for Debate.
Miscellaneous Business.

FIFTH SESSION

Thursday Morning at 11:30

Address by Congressman Charles L. Abernethy, of New Bern. Subject: North Carolina and Its Possibilities.

Report of the Trade Interests Committee by Chairman E. W. O'Hanlon.

Report of the Insurance Committee by Chairman R. K. Blair.

Report of the Committee on Local Associations by Chairman B. H. Wolfe.

Report of the Delegates to the A. Ph. A. by Mr. E. V. Zoeller.

Report of the Delegates to the N. A. R. D. by Mr. J. A. Goode.

Thursday Afternoon at 2:00

A brief meeting of the Proprietors' Section for Consideration and Adoption of Resolutions and Election of Officers.

A brief meeting of the Clerks' Section for Consideration and Adoption of Resolutions and Election of Officers.

SIXTH SESSION

Thursday Afternoon at 3:00

Action on Resolutions Adopted by the Sections.

Report of Committee on President's Address.

Report of the Nominating Committee.

Report of the Committee on Time and Place of Next Meeting.

Miscellaneous Business.

Installation of Officers.

Adjournment.

Thursday Afternoon at 4:30

Immediately following adjournment a trip will be made to the U. S. Biological Laboratory. The delegates and visitors will be driven to Beaufort in cars where boats will be provided to take the party to the Laboratory.

Accommodations for Everyone

Druggists and visitors attending the Morehead meeting will have no difficulty in finding adequate accommodations during their stay at the seashore. In addition to Morehead Villa, which has been selected as Convention Headquarters, two other hotels in Morehead City and two in Beaufort will offer ample accommodations and attractive rates. We are listing below the several hotels together with their rates:

Morehead City

Morehead Villa (Convention Headquarters): American Plan, $5.50 per day, double. All rooms with bath.

Atlantic Hotel: American Plan

$4.50, without bath, single.

$5.00, with bath, single.

$4.00, without bath, double.

$4.50, with bath, double.

Cherry Hotel: American Plan

$4.50, with bath.

$4.00, without bath.



Make Your Reservation Now

Beaufort

Inlet Inn: American Plan

$3.75, without bath, single.

$4.25, with bath, single.

$3.00, without bath, double.

$3.75, with bath, double.

Davis House: American Plan

$3.50, single.

$3.00, double.

HOW TO GET THERE

By Train

Morehead City is easily reached over the Norfolk Southern Railroad from Goldsboro.

The train schedules in and out of Morehead City are:

Arrive: 11:10 A.M. and 9:05 P.M.

Leave: 6:50 A.M. and 3:45 P.M.

By Bus

During the time of the convention there will be five busses in and out of Morehead City each day. For schedules see page 240.

By Driving Your Own Car

Probably the most delightful way to go to the convention is in your own automobile. Excellent roads all over the State make it possible for delegates to enjoy the trip without dust, tire trouble or any of the other inconveniences that formerly marred a motor journey. We are listing below the highway distances to Morehead from various points in the State:

Asheville	425 miles
Brevard	437 miles
Charlotte	305 miles
Elizabeth City	195 miles
Fayetteville	168 miles
Greensboro	238 miles
Lenoir	356 miles
Murphy	552 miles
Oxford	203 miles
Raleigh	154 miles
Shelby	350 miles
Tarboro	115 miles
Wilmington	125 miles

DISPENSING SECTION

MATTIE E. SMITH, *Editor* 401 N. TRYON ST., CHARLOTTE, N. C

A Few Hints in Dispensing

℞

Calcii chloridi 3 iv
Syrupi f℥ i
Elixir. Cardamom. Comp., q.s.... f℥ iii

The above is a prescription that a local druggist had trouble with a few days ago. His difficulty came through the use of a wet mortar. He added the calcium chloride and then the syrup and, of course, got a cement of insoluble chloride. The chloride should be added slowly to the syrup with agitation. It is a good rule always to add such salts, which have a tendency to take on water rapidly, to the solvent in small quantities.—E. V. K.

℞

Menthol
Camphor *aa* gr. iv
Mineral Oil q.s.... f℥ ii

Some few years ago this prescription was given as a part of the practical work to candidates for the State Board, and without exception all of the solutions made were cloudy and eventually showed signs of precipitation. The way out of the difficulty is to dissolve the menthol and camphor separately in the mineral oil; then mix the two portions.

Menthol and camphor belong to that class of chemicals known as eutectics; that is those substances which when rubbed together liquify. The writer became curious about the phenomenon of producing cloudy solutions when liquified by rubbing together before adding the oil, and accordingly he ran a number of experiments to find out if the same thing would happen with other combinations, such as phenol, resorcinol, thymol, chloral hydrate, etc. The experiments show that under the same conditions these other combinations produce cloudy solutions when liquified and clear solutions when dissolved separately and then mixed. The same results were obtained in most instances when olive oil was used in place of mineral oil. There seems to be but one explanation and that is that water is liberated from the crystals when the two are rubbed together, thereby affecting the solubility.—E. V. K.

Vanishing Cream

Spermaceti.....3 parts by weight
Stearic Acid.....32 parts by weight
Mineral Oil.....12 parts by weight
Potassium
Hydroxide.....1¼ parts by weight
Distilled Water
(Hot).....172 parts by weight
Powdered Borax....2 parts by weight

Melt the stearic acid and spermaceti in the mineral oil at moderate heat. Dissolve the potassium hydroxide in one-half of the distilled water and stir slowly into the oil mixture. Dissolve the borax in the remaining water and stir slowly into the mixture. Continue stirring until nearly cold and then add the perfume. Use an ice cream freezer and fill the outer jacket with warm water. This will insure slow cooling and a perfect cream.

Lilac Perfume for Above Cream

Lilacine 14 ozs.
Cassie (artificial) .. 2 ozs. (Not cassia)
Oil Lilac 8 ozs.

Add ¼% of perfume mixture to the cream.—E. V. K.

Requisites of a Good Druggist

By MATTIE E. SMITH, of Charlotte

There is no individual in business who has to know more, to do more, to use more knowledge, and to give out more information to the public than the pharmacist or salesman. Each day he is called upon to solve the problems of his patrons. He finds himself in the various departments of the store trying to cater to the health, pleasure, fancies, fears and necessities of the public. It is evident that in being able to adapt himself to the whims and desires of patrons he must reverse his whole mental state every few minutes. A good salesman is one who can reverse his attitude in each department of the store in a way that will harmonize with that of his patrons.

Some one said the definition of salesmanship was summed up in these words: "Salesmanship is that power which the salesman possesses to persuade others to purchase at a profit that which he has to sell." To be a good salesman one must have a thorough knowledge of himself, his goods and his customer.

KNOW YOURSELF

A druggist should know how to conduct himself at all times and in all conditions that he may be placed when making sales. He must be able to make his statements accurately, to have self-control, to speak in positive terms, to have self-confidence, to think clearly and quickly, and to say the right thing at the right time. He must be able to act with the customer just as he would act with a guest in his own home. The customer is the guest in the store, so he must be treated as such, he must be given all possible attention that will make him feel good and at home. This will perhaps put him in the proper buying mood.

A druggist can win his way into the heart of the public and make a good reputation as well, by giving the proper attention to his customer's wants, by knowing how to approach him and how to treat them, as well as by making his visit pleasant. A druggist should by all means be natural. If he cannot cultivate the habit of wearing a smile he can at least be pleasant and agreeable. He will make an impression on his patron by his own individuality.

Under the head of "Know Yourself" we have several requisites:

1. *Self Control*: It is hard to control yourself when a customer says something to you that you feel like resenting, especially if you have a quick temper. This is a time to show your self-control. Do not allow your customer's attack on your feelings to be noticed either by looks or words. When he has tramped all over your personal feelings you should treat him just as politely and as courteously as possible, and no doubt the customer will realize his weakness and come over to your side. By putting forth every effort to please him, he will feel ashamed of the way he has treated you and will try to make amends. If this be the case, you should not only get his money, but his patronage also. On the other hand, if he had been given a short, snappy, sarcastic reply, he would probably have walked out of the store never to return. He would probably have advertised the druggist as a snob and his trade would have been lost to the store.

2. *Cheerfulness*: When we think of cheerfulness we always think of it as being contagious. It spreads rapidly and is not only practiced by the salesman but it innoculates those with whom he comes in contact. This serves as a winning point for the salesman. You can win your customer's confidence by your cheerful attitude more quickly than by your selling talk. Everybody likes a person with a cheerful make-up and it seems that the pharmacist's customers are much harder to handle than those of other retail businesses. So many of a pharmacist's customers are sickly, nervous, and suffering with some kind of pain. Of course, it is hard to be cheerful with those whom you know are sick or distressed when perhaps you yourself don't feel very well, but you must put your energy together and appear cheerful whether you are or not. The customers appreciate it and they are the ones who buy the most medicine. The same cheerfulness should be manifested with the poor and dirty as with the upper class.

3. *Treatment of Children*: Always try to please the children by being kind to them. When you win the little ones you gain the trade of their fathers and mothers. Always keep on good terms with the children. Treat them as if they were guests or your children in your own home. You should be especially agreeable to the poorly dressed little boys and girls because they will soon grow up and be the customers of tomorrow. They will always remember and appreciate little kindnesses shown them while children.

4. *Character, Sympathy, Politeness*: To be a good salesman you must develop your own character. You will find it a valuable asset. You can acquire this by the training and discipline of your faculties. If you are a man or woman of good character, you will receive and give many good impressions, thereby winning the respect of your customers, as well as exerting a wide influence. Always be as polite as possible when you are trying to make a sale. Try to make a good impression. Probably you have a customer who wishes to purchase an article seen in the show window. The article may have the price marked plainly on the tag, but the customer does not notice it and asks what it will cost. Even though this is aggravating, a polite reply should be made rather than a sharp response. If the salesman makes a sharp, sarcastic reply, the chances are that the customer will leave the store with his or her personal feelings crushed never to enter it again. On the other hand, if the salesman had made a polite reply, he would probably have made an impression on this customer, thereby gaining a permanent friend.

(To be continued)

Are Your Caustic Labels Legal?

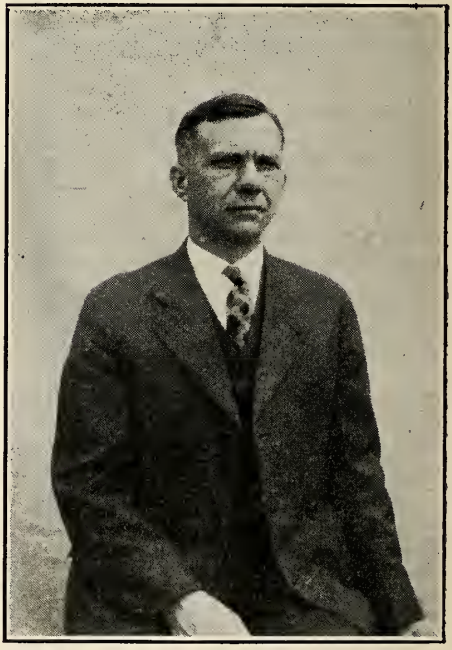
For several weeks druggists have been asking for authoritative information concerning the requirements of the new Federal Caustic Poison Act, which was sponsored by the American Medical Society and passed by the 69th Congress.

This law is entitled: "An Act to safeguard the distribution and sale of certain dangerous caustic acids, alkalines and other substances in interstate and foreign commerce."

Twelve materials are specified which are classified as dangerous caustic or corrosive substances. Enforcement is in the hands of the United States Department of Agriculture, and on April 10 this Department issued a Service and Regulatory announcement which gives the acceptable antidotes.

Following this promptly, we have notice from Mr. H. H. Black, President of the McCourt Label Cabinet Company, of Bradford, Pennsylvania, that they are prepared to furnish labels which are worded and printed in accordance with the new law.

In their Official List of Shop Labels the McCourt Label Cabinet Company lists 16 different labels all more or less commonly used that must under the new law be printed with new copy containing the antidotes for both external and internal use as approved by the Department of Agriculture.



MR. WALTER HUFHAM,

the Local Secretary in charge of the Morehead City meeting of the Pharmaceutical Association



DR. PAUL S. PITTENGER, of Baltimore, Maryland
Director of Research Laboratories of Sharp and Dohme. Dr. Pittenger will Address the Delegates on the First Day of the Convention

LEGAL SECTION

FREDERICK O. BOWMAN, LLB. *Editor.* Chapel Hill, N. C.

Fair Trade Bill Reported Favorably

The Fair Trade Bill, H. R. 11, introduced by Representative Clyde Kelly of Pennsylvania, on May 3rd was reported favorably to the Interstate and Foreign Commerce Committee by the subcommittee appointed for its consideration. The subcommittee vote was four to one. A minority report was submitted by Rep. Lea of California, who while dissenting from the majority report in some particulars at the same time indorses the principle of the bill.

The intensive drive in behalf of the Capper-Kelly bill starting back in March when the delegation of North Carolina druggists journeyed to Washington and appealed personally to their representatives in Congress, unquestionably had the effect of expediting the favorable report of the subcommittee to the full committee on this bill. Supporters of the proposed legislation are now urging their Congressmen to influence the full membership of the House Committee on Interstate and Foreign Commerce to favorably report the bill back to the House before adjournment. If this is done and it is placed on the Calendar it will be ready for passage when Congress reconvenes in December.

The favorable report of the subcommittee on the Capper-Kelly bill is considered the most notable achievement in behalf of the proposed legislation in twenty years, and it is predicted that it is only a question of time until Congress will enact the pending bill or some other remedial measure. Undoubtedly this prediction will become a reality if all of the organizations interested in the passage of the legislation do their full part. For the information of our readers the full text of both the majority and the minority reports on H. R. 11, taken from The United States Daily, published at Washington, D. C., are carried below.

Majority Report of Subcommittee

The subcommittee appointed to consider H. R. 11, commonly known in the committee as the resale price bill, respectfully report:

They have refreshed their recollection of the testimony given on. H. H. R. 11 in the sixty-ninth Congress, which related to the same subject matter covered by the present H. R. 11, and believe that little or no additional light could be thrown on the present bill by further testimony.

The testimony shows that there are undoubted evils connected with the unrestricted right to sell trade-marked goods at any price which the seller thinks to his advantage. The question before the committee, therefore, is whether these evils can be cured by legislation in a manner which will be in the public interest. Any legislation on this subject must be to a degree tentative and experimental, because, with the constantly changing conditions in manufacturing and distribution, the effect of any particular change in rights or methods can not be positively predicted.

It is believed that H. R. 11 as drawn, with an amendment which the subcommittee proposes, will remedy the evils complained of to a certain extent and that it will be in the public interest. It seems certain that the public at large cannot be injured by it.

In brief, the bill permits the vender to sell trade-marked or branded articles under agreement that the vendee will not resell except at a stipulated price, and provides that any dealer to whom the vendee may resell will not in turn resell except at a stipulated price.

The rights of the vendee are protected by provisions that any such contract shall contain implied conditions that permit the vendee (1) to resell the goods, without reference to the agreement, either in closing out

his stock for the purpose of discontinuing the sale of such commodity; or (2) of disposing of a surplus seasonal stock; or (3) with prominent notice that the commodity is damaged; or (4) by a receiver or trustee or other officer acting under orders of court.

There are also provisions which prevent any oppression of a dealer by suits being brought at inconvenient distances from his place of business in case of a violation of the contract.

No Specific Penalties

There are no specific penalties provided, and the only remedies which a seller has are his civil remedies. It is believed, as a matter of fact, that the only practical remedy which any seller would have would be to decline to sell again to any vendee who violates his agreement.

It is thought that the public would not suffer by any undue increase in price, because the bill specifically provides that any contracts must relate only to an article which is in fair and open competition with commodities of the same general class produced by others.

The doctrine is now generally accepted that it is better to have a large volume of sales at a small profit than a small volume at a large profit, and if any producer of trade-marked articles unduly increases his price his competitors are sure to invade his market with lower prices. And in these days of mail orders and chain stores it is certain that those tremendous aggregations, in case they do not get fair prices from manufacturers of standard articles, will cause the desired articles to be made specially for them and sell them at much lower prices.

The testimony already taken shows that local dealers suffer destructive competition from these chain stores and other large distributors with great capital, who often offer standard goods of a nationally advertised brand at prices which represent cost, or in some cases less than cost. They do this for the purpose of attracting customers, and make up their loss on this standard article by greater profits on staple goods on which there are no standard or advertised prices, so that the customer is not advised as to a fair price.

Called Unfair Competition

This practice not only works to the detriment of a local dealer but also interferes with, if it does not destroy, the business of the manufacturer of such standard articles in that particular town. Obviously the local dealers would not buy these goods if some chain store in the town sells that at a price below the cost to the local dealer, and consequently he takes these goods out of his stock. The only purchaser remaining, therefore, in that community is the chain store, and that concern is then in position to dictate to the manufacturer the price at which it will purchase his goods, or else that it will substitute those of some other manufacturer or goods bearing the name of the chain store company, which the public will then take because they can not get anything else. It seems obvious to your committee that practices of this sort, which are shown by the testimony to have occurred in many instances, are clearly within the definition of unfair competition.

Another tendency of this type of competition is that it is in the direction of a competition based solely on price and not on quality.

It is obvious that the makers of standard trade marked goods have to rely primarily on quality for a large and continuous demand on the part of the public. No amount of national advertising which claims qualities for the goods which they do not possess can avail in the long run.

Law Said to Be Confused

And it seems unnecessary to argue that an article is not necessarily cheap because its price is low. But with the type of competition referred to above there is a tremendous pressure on the manufacturer to make his goods for a price and not primarily for quality. On the other hand, if the dealers in standard trade-marked articles buy them under proper resale price agreements the quantities of these articles handled in the aggregate would be so increased, both because of public demand and because the dealers will be anxious to handle them at a fair profit, that the quantity production will of itself cause a gradual reduction in cost and also in price, so that both the

manufacturers and distributors and the public will profit by a lowering of price and a maintenance of quality.

Favorable Report Asked

It should be noted that under existing law large manufacturers are enabled, by reason of their extensive organization, to maintain fair control of retail prices, while smaller manufacturers have not the resources to protect themselves against the destructive practices above outlined. (See p. 186, testimony on H. R. 11, 69th Cong.)

Another reason for action is that existing law in the matter of resale agreement is in great confusion. In a memorandum of the Federal Trade Commission under date of December 12, 1927, with regard to investigations undertaken by it, the following statement is made on page 10 thereof:

"The question of resale price maintenance is one of the most troublesome with which the Commission has to deal in the present state of the decisions. The early Federal cases trace the principle to a passage in Coke on Littleton dealing with restraints on alienation. Courts in attempting to apply these ancient principles have fallen into hopeless confusion. Orders of the Commission, issued under its organic act, have been upheld in some circuits and set aside in others on almost undistinguishable states of fact."

And in a recent opinion in a case before the sixth circuit court of appeals, namely, the Toledo Pipe Threading Machine Co. against the Federal Trade Commission, decided in March, 1926, Judge Denison said that, in his opinion, "The state of the law as to price maintenance may rightly be said to be in confusion."

By reason of the considerations above set forth, which seem to indicate that the legislation will not enable manufacturers or dealers to charge unfair prices, but that it will tend to diminish unfair competition and thus in the end benefit the public, and that it will place the smaller manufacturer of trade-marked articles more nearly on an equality with his larger competitors, your subcommittee reports to the full committee that in its opinion the bill as amended should be favorably reported to the House.

(Signed) Schuyler Merritt, Carl E. Mapes, John E. Nelson, Parker Corning.

Minority Report

I am reluctant to interfere with the general right of a buyer of property to dispose of it on any terms satisfactory to himself. I concede, however, there is an injunction in the competition of a dealer who makes a practice of selling goods at or below cost for the purpose of discrediting the legitimate price of his competitor. Such price making may be made pursuant to a method that amounts to a deception of the buying public. Legislation to prevent that practice might be considered in the public interest. I feel that the public is not interested, however, in merely protecting profits or permitting an arrangement that arbitrarily fixes profits. Competition, without misrepresentation, on a close margin is not against public interest.

Therefore, I could not join in the above report unless the protection of the contract was so limited as to confine it either to costs or a moderate percentage above the purchase price of the dealer, say, 10 or 20 per cent. Such a margin would prevent sales below cost and not be open to the criticism of fostering unreasonable profits.

(Signed) Clarence F. Lea.

Investigation of Chain Stores

Representative Stobbs, of Massachusetts, on April 18, introduced H. R. 13148, entitled "A Bill to investigate the practices of the chain store organizations", and a similar Resolution was introduced in the Senate by Senator Brookhart early in May. The bill provides that the Federal Trade Commission shall "investigate and report the facts in relation to the practices of the so-called chain store organizations in reference to the purchase and sale of merchandise and whether any such practices constitute a violation of the Federal Anti-Trust Laws". The bill was referred to the House Committee on Interstate and Foreign Commerce, which now has before it the Capper-Kelly Fair Trade Bill. This measure, following an investigation of resale price maintenance by the Federal Trade Commission, which began last fall, shows

that both the Legislative and Administrative Branches of the Federal Government are determined to take cognizance of the chain store question.

And, at the same time comes word that the National Association of Retail Grocers has filed a formal complaint with the Federal Trade Commission against the use of price discrimination outlawed by the Federal Laws in the chain-store distribution of grocery products.

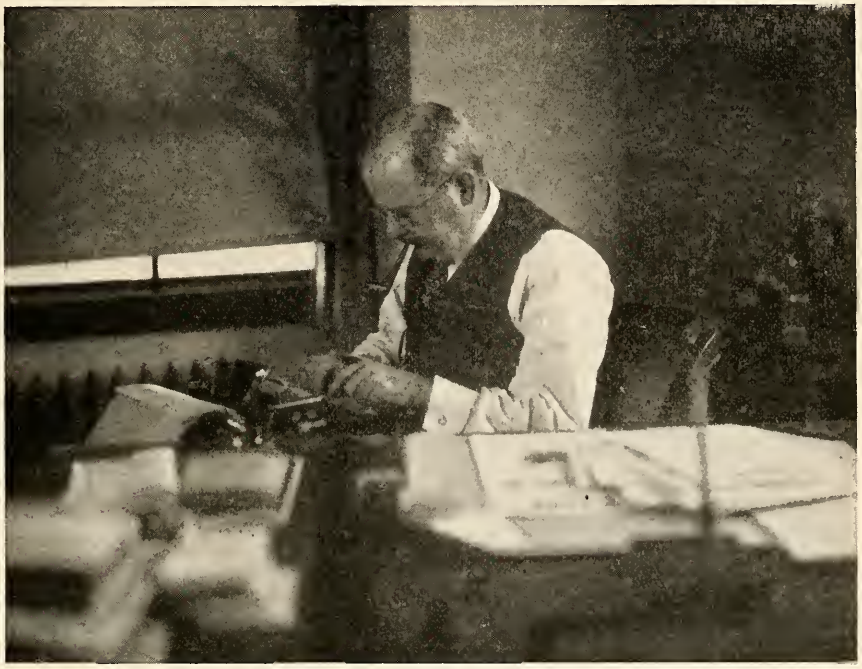
Prescription Charges

North Carolina druggists need to cast up their accounts and find out what really is their standing in their communities. Pretty generally a man and his services to his kind are taken at his own estimate of their worth. That goes for the plumber, whose two helpers are each charged in at a dollar per hour, or for the garage mechanic, or for the brick mason whose equipment and investment consist of a trowel and spirit level, and who rings in at the rate of one dollar and a quarter per hour.

Do drug stores in filling prescriptions make an adequate charge for either labor or drugs; and do they take into account the large amount of capital invested in the prescriptiou department?

How much of an advance have you made in charges since the tremendous rise in the price of drugs which began with the war? Twenty-five to forty per cent? That's good, so far as it goes, but it would go much further if oil of wintergreen, codeine, fluidextract or ergot, etc., had been equally as modest in their advances. Have you added anything for the increased cost of securing and retaining a good pharmacist, or do you expect him to pay himself for his knowledge and professional training by selling Bare-to-Hair and Excellento?

If a man or his family are too poor to pay for a prescription, give it to them. But know what you are doing and don't give your drugs and the services of your pharmacists to the man whose wife has $300 surgical operations and who himself is making payments to two commercial credit companies for automobiles.—F. O. B.



MR. JERRY McQUADE

Editor of *Drug Topics* seated at his desk. Mr. McQuade will address the Morehead City meeting of the Association

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Piedmont Topics

JOHN K. CIVIL, *Reporter*

The Johnson Drug Co., of Asheville, was damaged by fire on the night of April 4. Owners of the pharmacy have been unable to find out how the blaze started. The damage amounted to $500 and was fully covered by insurance.

MR. L. K. PHILPOT, formerly with Goode's Drug Store in Asheville, is now with the Charlotte St. Pharmacy in the same city.

MR. J. H. HARRISON has resigned his position with the Jackson Pharmacy in Hendersonville to accept a similar one with the Main Street Pharmacy in the same town.

The Robinson Drug Co., of Rutherfordton, has moved into an attractive corner store a few doors from its former location. A complete new outfit of fixtures and furniture have been installed as well as a new soda fountain. The fixtures were purchased from the Morrison Mfg. Co., of Statesville. The store is one of the best equipped and up-to-date stores in western North Carolina.

The Norwich Pharmacal Co., with Vice-President TURNER F. CURRENS in charge, held their summer meeting in Charlotte on May 1st at the Hotel Charlotte to discuss the summer advertising campaign for Unguentine. Representatives from the states of North and South Carolina, Georgia and Florida were present.

MESSRS. W. B. WILSON and E. L. FEAGAN, both of Hendersonville, have purchased the Jackson Pharmacy, in that town. Mr. Feagan wil be in active charge of the store, while Mr. Wilson will devote his time to the Wilson Drug Co. in the mountain town which he has owned for a number of years.

With wonderful beaches, unexcelled surf, and cool summer climate Morehead City guarantees a delightful vacation!

All Around North Carolina

M. J. LEIMKUHLER, *Reporter*

We regret to report that MR. HUGH W. LAYDEN, manager of the Stonewall Pharmacy, of Charlotte, (one of the stores owned by MR. J. P. STOWE) has been confined to St. Peter's Hospital for several weeks. MR. T. O. LEAVISTER, formerly of Raleigh, is in charge of the Stonewall Pharmacy during Mr. Layden's illness.

MR. G. E. HENDERSON, who has been with Randall's Pharmacy, of High Point, for some time, has resigned and has opened a store of his own in Mayodan, under the name of the Mayodan Pharmacy. Mr. Henderson is originally from Rowland and is a graduate of the State University of the Class of 1926. He passed the State Board last June and is a member of the N. C. P. A. His many friends are wishing for him every success in his new business venture.

The Centre Pharmacy is the name of a new store for Stanley and is owned by MR. H. M. CRAIG. MR. H. E. REES, registered druggist of Lincolnton, is in charge of the prescription department.

MR. MORRISON P. WILLIAMS, for the past thirty-two years associated with the Sheppard Drug Co., of Charlotte, severed his relations with that concern on May 4 to accept a position with the Sterling Drug Co. in the Professional Building in the Mecklenburg Capital. Mr. Williams is well known to the druggists of the State having received his license to practice pharmacy in 1902 and having affiliated with the State Association in the same year. He is a native of Charlotte and is a graduate of the Philadelphia College of Pharmacy and Science. Mr. Williams has been succeeded at the Sheppard Drug Co. by MR. HOMER LEONARD formerly with the Ring Drug Co., of High Point.

The Phillips Drug Co., of Norwood, was completely destroyed by fire early on the morning of April 19. The firm has established a temporary location where it will conduct the pharmacy until a new store can be erected at the former location.

Morehead City and Beaufort are connected by a $700,000 bridge. This bridge brings State Route No. 10 from Murphy, in the extreme southwestern portion of the State, in an uninterrupted ribbon of concrete directly to Beaufort and the sea.

Here and There

MR. W. A. CLARK has resigned his position with the Thomas Drug Co., of Durham. He has not, however, announced his plans for the future.

The Bryan Drug Co., at Aberdeen is now open for business. The firm has one of the most modern stores in that section equipped with "Better Built" store fixtures manufactured by the Morrison Mfg. Co.

MR. H. M. ARPS, of Columbia, is now with Walker's Pharmacy, situated at Olney Road and Colonial Ave., Norfolk, Va. His home address is 36 W. Queen St., Hampton, Va.

The following item was sent to the JOURNAL by an unofficial reporter and we are publishing it on the authority of the sender: "One of our popular traveling boys, who makes a specialty of selling sweets, so the reports now go, has at last fallen for one of the Sweeties, and the wedding bells will be heard soon in the home of Lucky Strikes and the headquarters for Hollingsworth's."

MR. J. W. WILLIAMSON, formerly of St. Pauls, is now making his home in Charlotte. His address is 401 East Ave.

Murphy's Drug Store at Thomasville has discontinued business. The proprietor's lease expired and as he could not renew it or get another suitable location he was compelled to close his store.

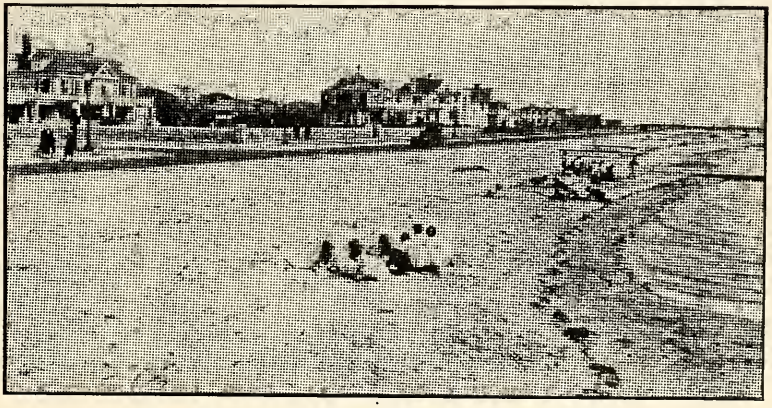
MR. A. D. WALKER has severed his connection with the People's Drug Store at Nashville and is now making his home in Wilmington.

The Jackson-Fitchett Drug Co., of Erwin, was closed several months ago, leaving but one store in the town, the E. R. Thomas Drug Co. MR. J. C. JACKSON is connected with Shore's Drug Store in Raleigh.

Public spirited citizens of the twin cities of Morehead City and Beaufort joined forces to erect a causeway to the wonderful Atlantic Beach and other attractive spots along Bogue Island. The paving and construction of the causeway represented a cost of about $20,000. "From North Carolina's rugged mountains straight into the very breakers on Bogue Island is a comfortable two days' drive!"

The JOURNAL is delighted to welcome into membership in the State Association MR. C. N. HERNDON, of Greensboro.

MR. C. L. EUBANKS, of Chapel Hill, recently attended the Bankers Convention at Pinehurst. Mr. Eubanks, in addition to his many other responsibilities, is a director of the Bank of Chapel Hill.



SCENE ON THE WATER FRONT AT BEAUFORT

General News Items

MR. M. C. MILES, of Henderson, has been re-elected to a second term on the City Council. Druggist Miles is the proprietor of Miles Pharmacy.

MR. J. A. GOODE is serving as chairman of the Rhododendron Festival to be held in Asheville, June 4-9.

MR. W. M. K. BENDER, of Pollocksville, is now located with the drug store of MR. F. R. BELL in Beaufort. He is looking forward to seeing his friends at the Morehead meeting.

ATTORNEY F. O. BOWMAN was elected a charter member of the Rotary Club recently formed in Chapel Hill.

We understand that Messrs. Wilson, of Greensboro, have bought the Summit Ave. Pharmacy, of Greensboro, and will operate it in the future with MR. C. C. SEAWELL in charge of the prescription department.

The Ramseur Pharmacy, of Ramseur, was burglarized on the night of Sunday, May 6, and $400 to $500 worth of goods taken. The front door was prized open and the merchandise apparently taken away in a truck. No clue has been found to the guilty parties.

The Salem Pharmacy, of Winston-Salem, has discontinued business.

MISS MYRTLE PATTERSON, of South Boston, Va., who recently received license in this State by reciprocity, is prescriptionist for the Clayton Pharmacy, of Clayton.

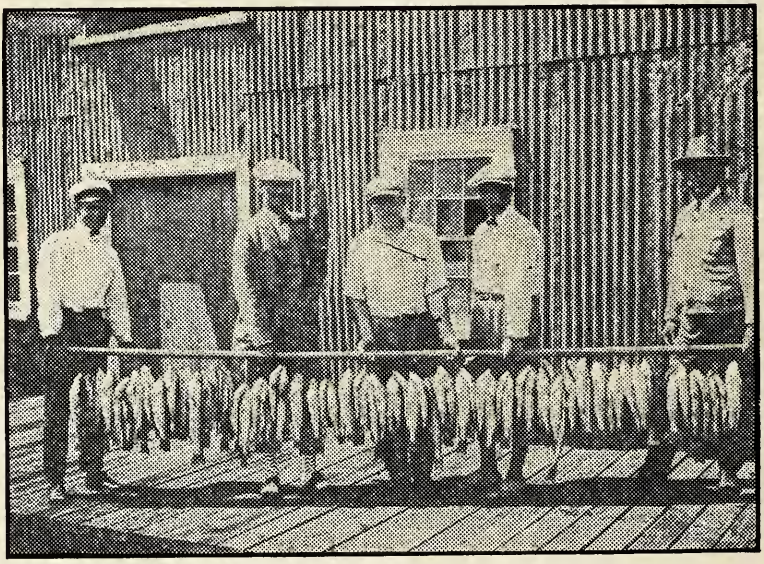
Drive your car to North Carolina's Main Street and ride straight to Morehead City!

The new Ocean Beach will be open when the druggists meet at Morehead in June and will be accessible by the automobile bridge across Bogue Sound. A modern Casino and up-to-date bath houses have been erected and there is plenty of parking space for cars!

MR. J. A. UNDERHILL, of Wendell, who has been connected with Pipkins Drug Store in McCormick, S. C., for the past several months is back in North Carolina again. He is making his home at Wake Forest where he holds a position with Wiggins Drug Store.

The JOURNAL acknowledges with thanks an invitation from the Medical College of Virginia to attend their Ninetieth Commencement exercises on May 26-29.

MR. J. A. GOODE attended the meeting of the Executive Committee of the N. A. R. D., held at the Drake Hotel in Chicago April 17-20.



"A DAY'S CATCH AT MOREHEAD CITY!"

MR. J. B. CONNELL, of Warren Plains, a student in the University School of Pharmacy, was recently elected vice-president of the rising junior class of the University.

MR. E. W. LEWIS, of Jackson, is now connected with the local bank. He still retains his interest, however, in the Jackson Drug Co.

The Greensboro Daily News recently carried an account of the opening of the Sykes Drug Store at their attractive new home at 230 W. Market Street. New equipment and fixtures have been installed in the new store which is modern in every detail. MESSRS. RALPH J. SYKES, CLARK PORTER and V. B. HENNESSEE are in charge of the prescription department, MR. F. H. HOLT, manager of the sundry department, is also the front store man.

MR. R. H. PARKER, who was connected with the Edgemont Pharmacy, of Durham, for a short time, is again with the West End Drug Store, of Hillsboro.

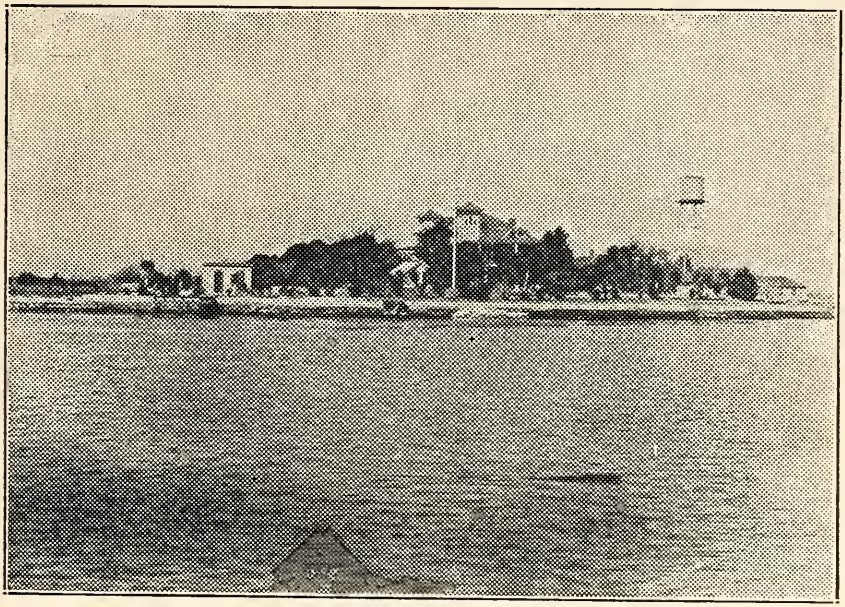
The Davis St. Pharmacy, Inc., of Burlington, which is owned by MR. J. P. BARBOUR, has just installed an up-to-date soda fountain manufactured by the Liquid Carbonic Co.

The Shaw Drug Co., of New Bern, has sold the supplies of its prescription department to Duffy's Drug Store in the same city.

The City Drug Co., of Burlington, has installed an attractive set of Morrison fixtures and a Liquid Carbonic soda fountain. We understand that the owner of this pharmacy, Mr. Mitchell, has rented a nice building in Liberty and will shortly open a new drug store.

The following item was sent to us by an unofficial reporter: "The Abernethy Drug Co. at Elkin has no fear of Friday, the thirteenth, as evidenced by the fact that they had a grand opening of their store on that date. Many changes have been made in the store and a modern set of new fixtures of the 'Better Built' type manufactured by Morrison at Statesville have been installed. All of Elkin turned out to show their appreciation of the progressiveness of the proprietor, MR. J. G. ABERNETHY."

Morehead Villa, Convention Headquarters, is a modern all-year-round hotel of pleasing architectural design and artistically furnished. It is located on Bogue Sound, near Morehead City, in front of which must pass all the boats on the inland waterway.



VIEW OF U. S. BIOLOGICAL LABORATORY ON PIVER'S ISLAND

MR. EARLE DRIGGERS, who has been living in Clio, S. C., for some time, is living in North Carolina again. He is connected with the Granville Drug Co., of Winston-Salem, and his many friends are welcoming him back to the Old North State.

Rumors say that the Winston-Salem druggists are planning to charter a bus holding twenty people to take them to the Morehead City meeting early on the morning of the nineteenth and carry them back home after the convention adjourns on the afternoon of the twenty-first.

The North Carolina Board of Pharmacy has employed an all-time inspector who will begin his work on June 15. The picture and name of the new official will appear in the next issue.

For Sale

A modern drug store in a growing western North Carolina town. Well established trade. Bargain for quick sale. Owner is retiring. Apply care of the CAROLINA JOURNAL OF PHARMACY.

John K. Civil, of Charlotte, Honored by The Norwich Pharmacal Co.

Friends and fellow-salesmen of MR. JOHN K. CIVIL gathered at the Hotel Charlotte in Charlotte on May 12 to be present at a testimonial dinner given in his honor by the Norwich Pharmacal Co. MR. TURNER F. CURRENS, vice president of the company, was in charge of arrangements, and made a talk calling attention to the fact that Mr. Civil had been an honor member of the organization for thirteen years and during the entire time had been a leader not only in the Southern Division but in the company as a whole, and had brought down on his shoulders signal honors as a member of the House of Norwich. He mentioned also that during the twenty-three years Mr. Civil had been on the road he has sold over a million dollars worth of pharmaceuticals in the same territory—a record few, if any, can equal. Other friends paid high tribute to Mr. Civil's splendid record and expressed their good wishes for his continued success. The dinner was attended by a number of personal friends of the popular representative of The House of Norwich and the following salesmen of the company: Messrs. F. L. Bundy, of Raleigh; R. H. Milton, of Atlanta, Ga.; N. H. Blackmond, of St. Petersburg, Fla.; F. H. Whitener, Savannah, Ga.; John V. McCauley, of Atlantic City, N. J.; and Mr. Reizer, of New York City.

Former Tar Heel Applauds Action of Druggists

The letter below from Mr. J. Rupert Miller, proprietor of Miller's Pharmacy, of Dayton, Ohio, speaks for itself:

Dayton, Ohio.
April 2, 1928.

Mr. R. R. Copeland, President,
N. C. Pharmaceutical Association,
Ahoskie, N. C.

Dear Sir:

It was indeed a great pleasure to me to read the legislative letter in the last issue of the *N. A. R. D. Journal.* The context of the letter, as you no doubt have noted, related to the splendid representation of the North Carolina retail druggists, who assembled before their Senators and Representatives at the National Capital and explained and plead for a cause in which every independent retail druggist in the United States should be interested.

To my knowledge this was an unprecedented act in retail drug circles—to get a complete representation of druggists from every district of the State to go that distance to fight for their rights. You should indeed be proud of the fact that you are at the head of a body of men who so willingly blaze the trail and set an example for all the rest of the druggists of the United States to follow. I sincerely congratulate you and the Pharmaceutical Association of the Old North State.

In passing let me say, some twenty-eight years ago, my father, who is a Lutheran minister, served a church at Albemarle.

While I was only a boy at the time, I still have some very pleasant memories of North Carolina. Last night I had a dream and thought I had made a visit to Albemarle. Then the first thing I read when I got to my desk this morning was the account of your splendid "turn-out" at Washington. These two incidents linked so closely together in my mind that I could not refrain from expresing myself in this letter to you.

My hope is that the seed your Association has sown will bring forth a final realization of the enactment of the Capper-Kelly bill.

I beg to remain,

Yours fraternally,

(Signed) J. RUPERT MILLER.

NORTH CAROLINA BOARD OF PHARMACY

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates for license to practice pharmacy, both as Pharmacists and Assistant Pharmacists, will be held at Chapel Hill, N. C., Tuesday, June 12, 1928 at 9 o'clock, A. M.

For blanks or information in regard to the examination write

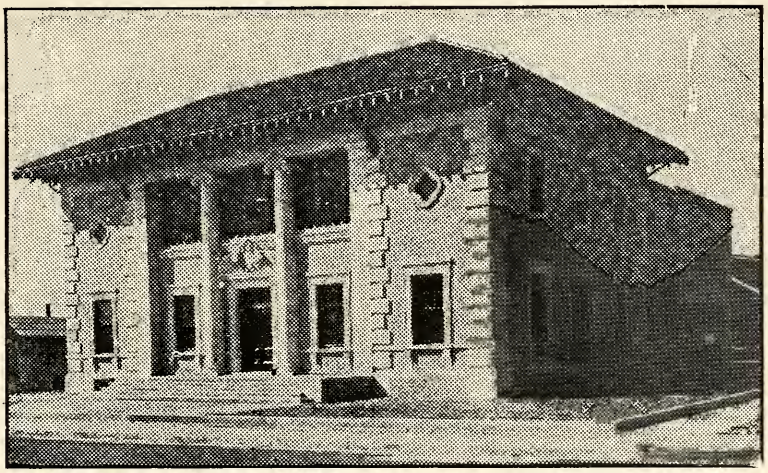
F. W. HANCOCK,
Secretary-Treasurer,
Oxford, North Carolina.

Druggist Casts Hat in the Ring

MR. OSCAR J. MOONEYHAM, of Henrietta, has announced himself as a candidate on the Democratic ticket for Judge of the Recorder's Court of Rutherford County. Mr. Mooneyham was educated at Alabama Polytechnic Institute at Auburn, and the Colorado College at Colorado Springs, Colorado. He studied law at Southern University. He is originally from Clio, Ala., and served as mayor of his town for four years. He was also a member of the Alabama Legislature for four years and Judge of the Inferior Court of Precinct Thirteen, Barbour County, Alabama for two years. He has been making his home in Henrietta for the past several months where he has been prescriptionist for the Henrietta Drug Store. He received his pharmacy license in this State by reciprocity with Alabama and was admitted to the N. C. bar last January.

Drug Store Destroyed

A disastrous fire early on the morning of April 18 threatened the business district of Louisburg and did a damage of between thirty and forty thousand dollars before being brought under control. The entire stock and fixtures of the Boddie Drug Co. were totally destroyed. The loss was partially covered by insurance. The proprietor



THE MUNICIPAL BUILDING AT MOREHEAD CITY

MAJOR S. P. BODDIE will not re-open the store. He has purchased the Scoggins Drug Store in Louisburg and will operate it under the name of S. P. Boddie, Druggist.

D. R. Davis Returns to New Bern

MR. DAVID RAMSEY DAVIS, who has been with H. R. Horne and Sons, of Fayetteville, for over two years, has resigned and returned to his native town of New Bern where he will be associated with his uncle, MR. B. W. HUNTER, in the Davis Pharmacy. Mr. Davis is a graduate of the State University having received the degree of Ph.G. in 1925. During the summer following his graduation he was prescriptionist for the Davis-Walker Drug Co., of Brevard, resigning in the early fall to go to Fayetteville. He successfully stood the State Board examinations in June, 1926 and shortly thereafter joined the State Association. The JOURNAL is wishing for him every success in his new business venture.

Mr. Davis has been succeeded at Horne's by MRS. BEATRICE AVERITT WILLIS.

Mr. J. H. Kennedy Retires

By the terms of a deal consummated the latter part of April, the firm of J. H. Kennedy and Co., druggists, is dissolved and a new firm known as the Kennedy Drug Co. is to be incorporated, the stockholders to be MESSRS. E. C. ADAMS, J. ED. BRISON, A. H. GUION and JOHN R. RANKIN. Mr. Kennedy has sold out his entire interests and has severed all connection with the store. Mr. Kennedy's retirement from business brings to a close 42 years of experience in the drug business in Gastonia. In the year 1886 he began as a clerk in the old firm of Torrence & McKay. Later he went to work for the firm of Adams and Curry which later became Curry and Kennedy. In 1897 Mr. Kennedy opened a drug store of his own, known as J. H. Kennedy and Co. For over 30 years he has been the directing head of the business.

MR. E. C. ADAMS' connection with the above store began in 1906 when started working for Mr. Kennedy in what was then called the White Front Pharmacy. He has been continuously in the employ of Mr. Kennedy for several years as a clerk and



VIEW OF BEAUFORT HARBOR

later as a member of the firm. He has been active manager of the store for a number of years.

MR. J. E. BRISON, another active member of the new firm, is a native of Clover, S. C., and has been with Kennedy's for the past six years. Previous to that time he had been in the drug business in Clover for ten years.

Representative Kelly Addresses North Carolinians

REPRESENTATIVE CLYDE KELLY, of Pennsylvania, one of the authors of the Capper-Kelly Bill, addressed the Asheville Merchants Association at a banquet at Grove Park Inn on the evening of May 14. It was one of the largest gatherings that any civic organization has ever held in Asheville. Both of the large dining rooms at Grove Park Inn were filled to capacity with business and professional men of Asheville. The speaker was graciously introduced by Mr. J. A. Goode, who recounted Mr. Kelly's long fight in the interest of Fair Trade legislation. Congressman Kelly took for his subject, "Preserve the Future for the Retail Merchant." In a most interesting and forceful manner he outlined the Capper-Kelly Bill and showed the necessity for such a measure as the only remedy that can preserve the future of the individual in business. Mr. Kelly is a most convincing speaker and made a distinct impression on his large audience. The address was broadcasted over Station WWNC and was heard by a number of druggists throughout the State.

Druggist Goes with Hollingsworth

MR. PAUL BRANCH BISSETTE, of Wilson, has accepted a position with the Hollingsworth Candy Co. Mr. Bissette is a native of North Carolina and is a registered druggist in both Virginia and this State. For the past five years he has been prescriptionist for Miller's Pharmacy in Wilson, where he has not only made a most enviable reputation as a druggist but as a merchandiser. *Drug Topics* in September, 1926 carried a most interesting story about how Mr. Bissette with a new plan "moved a soap that wasn't selling" and established, it is believed, "the one-day soap-selling record on a single brand and price of any drug store in its weight and class." Mr. Bissette has hundreds of friends among the druggists and traveling men of the State who will be interested to hear of his new position, but they are hoping that it will not take him away from North Carolina. We understand that he is planning to attend the Morehead City meeting and he will receive a most cordial welcome from scores of friends.

Marriages

The Journal takes pleasure in announcing the marriage of Miss Bettie Drewette Long, daughter of Mr. and Mrs. J. T. Long, of Weldon, to MR. LEROY BOONE TAYLOR, of Jackson on Sunday, May 13. Mr. Taylor is a native of Gumberry and attended the U. N. C. School of Pharmacy, graduating therefrom in 1925. Since that time he has been connected with the Lewis Pharmacy, of Jackson. His many friends are extending their warmest congratulations and wishing for him and Mrs. Taylor much happiness in their wedded life.

Births

Just as we go to press we learn of the arrival of an eight-pound son at the home of ATTORNEY and MRS. F. O. BOWMAN on the afternoon of May 24. The Journal takes pleasure in joining the many friends of Mr. and Mrs. Bowman in welcoming the young man into the profession of pharmacy in this State.

Deaths

It is with sincere regret that we announce the death of MR. A. W. MOOSE, veteran druggist of Mount Pleasant and long-time member of the North Carolina Pharmaceutical Association. He died suddenly of a heart attack while attending service at the local Methodist church on the night of May 20. Mr. Moose was seventy years old and had been engaged in the drug business at Mount Pleasant for forty-eight years. He is survived by his widow and several children. Two of his sons are registered druggists in this State, MR. W. L. MOOSE holding a position with Geo. C. Goodman and Co., of Mooresville, and MR. H. A. MOOSE being associated in the drug business with his father. To the bereaved family the Journal extends sincerest sympathy.

Banquet Given by Rutherford County Druggists

The Rutherford County Druggists' Association held a most delightful banquet on the evening of May 16 at the Isothermal Hotel in Rutherfordton. Every druggist in the county is a member of the organization and the association had as guests at the banquet the wives of the druggists in the county, as well as the pharmacists of Shelby and other nearby towns. Mr. Oscar J. Mooneyham, registered druggist and attorney at law acted as toastmaster and called upon a number of those present for speeches. The banquet was a most enjoyable occasion and everyone present voted the Rutherford druggists delightful hosts. This association is one of the most active in the State. It has held monthly meetings throughout the winter that have done much to improve drug conditions in that part of the State.

DRUG STORE FIXTURES SHOW - CASES

"Maker to You" "No Middleman's Profit"

American Furniture & Fixture Co.
MANUFACTURERS :: :: RICHMOND, VA.

? *Why suggest the use of a poison as a general antiseptic* ?

when you have available

HEXYLRESORCINOL SOLUTION S. T. 37

which destroys disease-producing germs with amazing rapidity, yet, is **non-toxic,** harmless if accidentally swallowed, and can be dispensed without poison law restrictions of any kind?

It has no unpleasant odor, leaves no unsightly stain, will not corrode metallic surfaces, and its germicidal properties are not retarded by the presence of organic matter.

Yields the Druggist a liberal profit and safeguards the public.

THREE- AND TWELVE-OUNCE BOTTLES

SHARP & DOHME

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The 1929 meeting of the North Carolina Pharmaceutical Association will be held at Asheville



WARREN W. HORNE, of Fayetteville

Forty-Ninth President of the North Carolina Pharmaceutical Association

DEDICATED TO WARREN WINSLOW HORNE, OF FAYETTEVILLE,

Forty-Ninth President of the North Carolina Pharmaceutical Association, Long-time Member of the State Board of Pharmacy, and a Pharmacist who Personifies in His Practice the Finest Traditions of American Pharmacy

Warren Winslow Horne was born in Fayetteville, North Carolina, on March 8, 1875, the son of Henry Ruffin and Maria Swann Winslow Horne. His early education was obtained in the local schools and in the Horner Military Academy, at Oxford. From the latter institution he entered the University of North Carolina and remained for two years in literary study. While at Chapel Hill Mr. Horne joined the Phi Society and the Beta Theta Pi fraternity.

Leaving the University he returned to Fayetteville and was employed as a junior drug clerk by his father in the store now known as H. R. Horne and Sons. Here he remained until the fall of 1898 when he enrolled as a pharmacy student in the University of Michigan. The next two years were spent in serious study at Ann Arbor and they earned for Mr. Horne in June, 1900, the degree of Pharmaceutical Chemist, Ph. C. He was licensed by examination shortly afterwards as a registered pharmacist by the Michigan Board of Pharmacy. Almost immediately he returned home and was registered also by the North Carolina board of examiners. Fully prepared by a college training that was both cultural and technical to take up his life work, he was admitted in 1900 to the firm of H. R. Horne and Sons, and there he is still occupied.

As soon as he became licensed Mr. Horne joined the North Carolina Pharmaceutical Association. (He was made a life member in 1917.) So interested was he in the affairs of the organization and so quickly did he make his influence felt that in two years he was elected by the Association as a member of the state board of pharmacy. Surely this record has no parallel: passing the board and in two years becoming a member of it! When, in 1920, Mr. Horne refused re-election as an examiner, the author of this sketch wrote the following concerning his work as a board member:

"It is to be observed in connection with Mr. Horne's voluntary retirement that he has faithfully served the Association since 1902 or for 18 years, as a member of the Board of Pharmacy. With the exception of Messrs. Wm. Simpson, who served 22 years, E. V. Zoeller, now entering upon his 29th year; and F. W. Hancock, just starting his 25th year, Mr. Horne has a longer term of service on the Board than any member who has ever acted thereon. Any one following his work as an examiner during this period cannot but be impressed by the unostentatious but efficient manner in which he performed his duties. Jealous always of the high standards he wished the Board to maintain and preparing the questions in chemistry with this ideal constantly in mind, he nevertheless showed unfailing kindness to the boys standing their examinations under him, and they, without exception are grateful for the quiet encouragement he always gave by a sympathetic response to queries and the kindly smile which invariably accompanied his answers. The Association is indebted to Mr. Horne for the splendid manner in which he for so long served it as an examiner."

Mr. Horne has acted at one time or another as chairman of almost every committee in the Association. His first assignment came in 1903—the chairmanship of the Papers and Queries Committee. In 1927 he was secretary of the newly created Proprietors' Section that he now heads as chairman. When the plan of balloting for officers by means of a mail vote was put into effect for the first time last year, Mr. Horne was nominated for president. Receiving a majority of the votes cast he was declared elected and assumed office at the Morehead City meeting this year. As president he automatically becomes chairman of the Executive Committee. It will be his responsibility to preside over the fiftieth annual, or Golden Anniversary meeting in 1929. Surely this will be a fitting climax to his record of distinguished service to the cause of organized pharmacy in North Carolina.

Mr. Horne was married on April 10, 1920, to Miss May Daingerfield, of Winston-Salem. Mr. and Mrs. Horne are members of the Episcopal church in Fayetteville.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Dean Howell on Leave

President Chase recently granted Dean E. V. Howell a leave of absence from the School of Pharmacy at the University of North Carolina. By the time these lines are published Dean Howell will likely be aboard ship en route to France to carry on some research work that could not be conducted practicably in this country.

Thirty-one years ago Dean Howell assumed direction of the newly created school of pharmacy at Chapel Hill. From that day to this he has not had a single leave of absence, though under the sabbatical plan he might have taken each seventh year off to study or do investigative work. He is, therefore, more than entitled to the temporary release from class-room duties that has been granted him.

The JOURNAL wishes for Dean Howell a pleasant voyage, a successful stay in France, and a safe return when his work there is finished. Along with his many other friends we shall miss him at the Association meeting in Morehead City; miss him also when the new school year begins; and miss him particularly as the college term wears on because for about twenty years we have come to rely on his counsel and judgment when matters arose needing sane and conservative advice.

When the history of pharmacy in North Carolina comes to be written it goes without saying that Dean Howell will be given a prominent and an honorable place in its pages. The mere fact of his being at the head of the State's educational system for pharmacy for so long a time guarantees him a high place in the story of pharmaceutical development and progress, but we doubt if any historian can quite pay proper tribute to the work that Dean Howell has dedicated his life to performing. Some of his greatest contributions to the drug life of the State have been executed so quietly, so impersonally, that we doubt if any one can quite measure their value or fully grasp his relationship with them. Only he himself could trace his part in the silent drama and never from him will the world learn what that part has been. Certainly the present generation will never realize the fullness and fineness of the service that started thirty-one years ago and which, with a brief interruption in 1928, we hope may go on for many a year to enrich and advance the calling that inspired his deepest love and to which he has given his greatest talents.

The Editor Borrows from Himself

(The July issue of the JOURNAL goes to press at a time when the editor is busier than at any other season of the year. His duties as teacher and as secretary-treasurer of the State Association are greatest then and make additonal tasks almost impossible to perform. For this reason the editor pleads permission to insert, in lieu of editorials, extracts from speeches he has recently made, on the theory that they—the extracts—contain the same sort of thoughts and ideas that would have been made into editorials if they had not been required as platform utterances.—Editor.)

*Ethics**

Ethics is the English equivalent of the Greek word "Ethos" which means character, or, as generally interpreted, morality. It should be thought of as the philosophy of moral duty. Ethics is chiefly concerned with the nature of the *summum bonum*, or the the sense of duty; and with the character and authority of moral obligation. As applied to medicine, dentistry, and pharmacy, Ethics is a system of moral principles intended to guide practitioners in their relationships with each other and

* Excerpts from Address before the North State Medical Society, June, 1928.

with material affairs nor is it to be confused with a system of professional conduct. To illustrate: Doctors have wisely decided against any form of advertising. Their code is violated when any member puts forth any printed claims of technical excellence. Simi- with their patrons when such relationships are in such higher spheres as duty and morality. Ethics has nothing to do larly they set up a taboo against any drugs that are advertised to the public, even when such drugs are of undisputed value. They call these things unethical. Dentists likewise would say that one of their number was unethical if he advertised his ability in the press. Druggists refer to a store that handles only prescriptions and drugs as an ethical store and to its owner as an ethical pharmacist regardless of whether honorable practices dominate the business or not. They make character of sale and not character of soul the standard by which ethics is established or disestablished. In these several cases the three groups—doctors, dentists, and druggists—are calling unprofessional practice ethical misconduct, and in doing so are overlooking what real ethics mean. Such confusion is apt to cause a diminished emphasis on moral or ethical relationships in favor of a code of conduct that has its basis in expediency and in what the world calls "good form." We may thus grow around to a false sense of values and depart too far from the simple philosophy of good ethics that is best illustrated in the age-old always new rule of behavior propounded by Our Saviour when he said, "Whatsoever ye would that men should do to you, do ye even so to them."

Doctors, dentists, and druggists very rightly class themselves as professional men and women. But the first two and to a lesser degree the third lay claim also to being ethical. Professional practice is that sort based purely and simply on a high order of specialized knowledge. Ethical practice is the kind based altogether and entirely on a real code of morality. There is no conflict between the two but likewise there is no automatic union of the two. It does not follow, for example, that a physician who is learned and skillful is at the same time a physician who is ethical. Neither does it follow that a doctor is being truly ethical simply because he obeys certain arbitrary rules laid down in his "Code of Ethics" since some of those rules, while wise and expedient and professional, have not the slightest relationshp to morality.

*Professionality**

Doctors, and in a lesser degree dentists and the public, are oftentimes prone to undervalue and to criticise the work that retail pharmacists do. They look upon the work and find it only partly professional. They see a major emphasis placed on mercantile transactions and from this they conclude that the average drug store is conducted unethically. They use character of product instead of quality of service as the distinguishing test of ethicality and in doing so they violate both fairness and fact.

I contend that the average American druggist, in spite of the variety of his goods, is not only an ethical worker but a professional worker as well. Ethical because in his dealings with his fellow man he is honorable and upright—is morally a good citizen. Professional because a goodly portion of his effort is of such a specialized, exacting, intelligent character as to measure up to a professional standard.

After all, what is a profession? It seems to me to be any calling that conforms to the following seven requirements. These are (1) a selective membership that is trained beyond the ordinary in competency; (2) a work that contributes and is necessary to the public welfare; (3) a type of worker whose dominant impulse is public service rather than private gain; (4) the possession of and adherence to a well-defined code of ethics as a guide to proper practice; (5) the possession of organizations that inspire the membership with ideals of professional conduct and stimulate a system of relationships favorable alike to the individual, to the class, and to society; (6) recognition of the group by commonwealths in laws that protect the public from incompetency on the part of the group workers and that limit to such workers the practice of their particular specialty; (7) the possession of an adequate literature that preserves the best of the past, gives publicity to the worth

* Excerpts from Address before North State Medical Society, June, 1928.

while things of the present, and encourages a form of research that will be helpful in hastening desirable developments of the future.

If retail pharmacy is measured by these seven standards, and surely they are comprehensive enough to embrace all phases of professionality, it can readily enough qualify as a profession. Nobody can question the fact that its membership is selective and carefully trained; certainly the work of dispensing drugs is essential to public welfare; surely it must be admitted that retail druggists are prompted by a desire to serve humanity; it cannot be doubted that pharmaceutical associations, state and national, follow a program inspired by professional ideals; certainly the calling is possessed of a comprehensive, exacting code of ethics; undoubtedly it is surrounded by legal machinery for guaranteeing competency; and it is a provable fact that pharmaceutical literature is comparable to that found in the other sciences. If then compliance with these seven qualifications constitute professionality, it is not too much to say that the specialized, necessary, and exacting work known as retail pharmacy can justly and in good taste be called a profession.

*Service**

Service to me is one of the most beautiful words in our language. I do not mean beautiful in sound, though it has a pleasing quality, but beautiful in the ideas it conveys and the meanings it connotes. I am referring here not to the Service that a tradesman gives, necessary though that be, nor the Service that a menial performs, conscientious as such labor often is, nor am I speaking of the things that blatant modern advertising claims for the term, but something different and finer and rarer. Service as I see it for the members of this triple alliance is the acknowledgment of duty owed and the performance of a higher task with all thought of personal gain deferred until the primary obligation of public benefit is satisfied. Nothing less than this cancels your ethical responsibility; very little less than this would debase your professional ideals.

I once heard a colored minister preach an excellent sermon from a text that might be labeled "The Biography of David." It is found in The Acts of the Apostles, 13th Chapter, 36th Verse, and reads as follows: "For David, after he had served his own generation according to the will of God, fell on sleep. . . ." David had a definite service to render, a hard service, and in its doing he was judged by a strict standard. But so firm was his purpose, so fine was his aim, and so brilliant was his accomplishment that in spite of his human frailties—and they were many—he gets from history one of the greatest tributes that can be paid; He Served his own generation according to the will of God. The essence of Service is a forgetfulness of self; it is a dedication of talents to a fine purpose; it is a beautiful blend of soul and spirit which more than intelligence, more than manners, and more than civilization sets man definitely above the lower tribes.

* North State Medical Society.

*Give In Order to Get**

Those of us here assembled, together with some hundred thousand other individuals, are personally concerned in the business of pharmacy. For selfish reasons we are anxious that it should progress and prosper, since its fortunes will spell our fate; for higher reasons we are anxious that it should continue to execute the same fine purpose that animated its founders. But if these desires are to become realities, it is essential that we substitute for the query "What will pharmacy bring to us?" the question "What can we give to pharmacy?" We must, in other words, reverse our order of approach and settle upon the primary obligation in recognition of the fact that before we can take out we must first put in. It behooves us in consequence to make certain that we are going to contribute in proportion as we are going to expect, remembering the Sermon on the Mount during which our Saviour said: "Give and it shall be given unto you; good measure, pressed down, shaken together and running over, for with the same measure that ye mete, withal it shall be measured to you again." In terms of our trade this message means that we

* Excepts from Address before Rutherford County Druggists' Association, May, 1928.

must commit unreservedly to our work every resource we own of body, mind, and heart; living it, thinking it, breathing into it the very breath of our being and pouring into it the last tithe and talent we possess. Then from it will flow back to us in heaping measure, pressed down, happiness, contentment and prosperity, the trinity of blessedness without which no life is worth the living.

Number of Stores

I am not the sort of disciple who preaches the doctrine of "too many drug stores;" I do not bemoan the addition of side lines that have no relation to sickness; I am yet to yearn for an imitation in America of the legalized limitation of apothecary shops that is practiced in certain European countries. A host of others to the contrary notwithstanding, there are not too many drug stores now operating in the United States. Some are unadvisedly located but the total number, 52,304, is none too great when properly distributed among our hundred odd millions of people. It is more or less immaterial how many stores there are provided that (and here is the point) each of those now open or later to be opened offers its own particular neighborhood quality drugs in a convenient way at a reasonable price. In this connection it may be said that the simplest minded should see that when a given community has enough pharmacies to make a drug supply within easy reach of every citizen, that these same pharmacies must sell other things than sick-room necessities in order to obtain the volume of sale necessary to existence. We should stop the growing tendency to apologize for side lines in drug stores; we should instead explain the reasons that make their addition essential to the sort of drug service that the American people demand.

Each to His Own Tasks

Another phase of a druggist's obligation to his calling is in remembering and abiding by the fact that in the field of drugs two agents are needed. The one is selected by society and trained by specialists to prescribe, while the other is chosen and trained to dispense. When both agents keep to their predetermined paths and practice their own specialties, the health interests of the public are furthered and protected, but when either agent confuses his responsibilities and attempts the task of the other, then not only will friction result, which is unimportant, but an entire plan is weakened or aborted by the incompetence of the usurper. When a druggist counter-prescribes, he commits two evils. (1) He encroaches upon a field that is distinctly not his own, thus robbing his fellow-laborer, the physician, of a fee to which he is entitled; and (2) such a practice is not only unprofessional, but it is highly dangerous. Only a thorough knowledge of therapeutics allows one to prescribe drugs intelligently and wisely, and druggists have not been trained along therapeutic lines. Pharmacists very rightly condemn doctors who dispense their own drugs because (a) such practice is unnecessary, and because (b) the education of the doctor has not fitted him for such work. Is the corresponding sin of a druggist prescribing medicines for ailments concerning which he knows little any the less grievous?

A Golden Creed

1. I resolve to be honest with my employer, my customers, and myself, not because it is good policy but because it is right.

2. I will strive to think, judge and act with fairness to my trade, my associates, and my family, using the Golden Rule as a standard.

3. I will be courteous, tactful, sympathetic, forebearing and obliging, remembering always that the sickness and suffering of my customers call for my finest response.

4. I will be loyal in faith, tolerant in judgment, modest in behavior, manly in attitude, and enthusiastic in my work.

5. I will contribute my best to my profession's progress; offer generous support to my trade associations; use good sportsmanship in my competitive practices; and be helpful in civic campaigns for betterment, so that in my calling and in my town I may be counted a good citizen.

DISPENSING SECTION

MATTIE E. SMITH, *Editor* 401 N. TRYON ST., CHARLOTTE, N. C.

Requisites of a Good Druggist

By MATTIE E. SMITH, of Charlotte

(*Continued from June Journal*)

TACT IN SALESMANSHIP

Tact is a trait of character that can be cultivated by participating in social affairs and business experiences. A salesman must exercise tact when selling goods. That is he must learn to say the right thing at the right time. If he continues this practice he is certain to have a large acquaintance among his customers. Sometimes his customer's good-will may be won by a nod or a word or two or a request to be seated while waiting. There are various ways of showing interest in a customer. No matter how small and insignificant the purchase may be, appreciate it by all means. A druggist must be tactful in asking "if there is something else he can do for them," etc.

When a salesman dislikes a person it is hard to conceal the dislike but he must smother it from his customer because his patronage is as acceptable as any other. The customer has chosen to trade at his particular store and he must like the service, prices and treatment or he would go to some other place to do his buying. Keep him coming to your store and patronizing you by treating him kindly. Tact embraces not only talking right but observing right details or story of the article. Watch the customer closely to see the effect of your argument. If you see an advantage, follow it up; if not, discontinue your argument; get your customers opinion.

KNOW YOUR GOODS

In selling goods the first necessary step is to analyze them for selling points. The general selling points are, the history of the article, its process of manufacture, construction, use, durability, appearance, quality, difference from other commodities of the same class and price. A druggist is not a good salesman unless he knows all these essentials and understands the best method of analyzing an article for its selling points. He should have a complete story of the goods so he can tell it to the customer without hesitation. If he can make a sale by scarcely outlining the principal selling points of the article he should stop there without saying anything more. If this fails he should resort to his reserved facts—the history of the article, its big sale, its universal satisfaction, etc. Do not mention the price of the article until the last thing unless it is an article that has price as its strongest point. It is an important principle of salesmanship to sell quality goods and high priced goods which are in the end more economical.

ENTHUSIASM

A salesman must have a lot of enthusiasm when selling goods. His enthusiasm over his goods will carry him a long way in making sales. Cultivate enthusiasm by all means; it is convincing. If a druggist can arouse enthusiasm concerning an article he is likely to make the sale. One way for a salesman to convince a customer is for him to feel deeply himself everything he says about his goods. Enthusiasm carries persuasion with it. A salesman should put his whole heart and soul into his selling. He cannot feign enthusiasm and feeling as he would surely be detected. Everything he says should be said just as though he actually felt it.

KNOW THE USE OF THE ARTICLE

If the salesman knows the different uses of the article he will be able to give some desired information and some proof of its use which will also aid in the sale. Perhaps

(Continued on Page 287)



J. S. Ferguson
Best Student



B. N. Austin
Most Popular

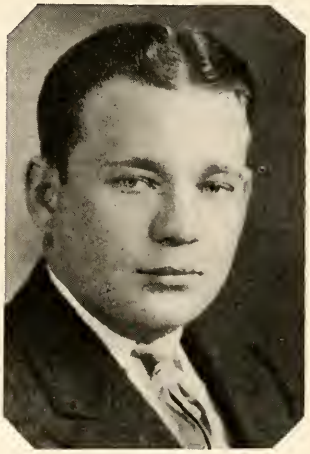
Superlative Seniors

By a vote of the entire class the following seniors in the School of Pharmacy at the University of North Carolina were chosen as outstanding students. The class from which they were picked is the first to graduate under the "three-year minimum requirement" rule. The members of the class who received diplomas were:

B. N. Austin, Leaksville
B. W. Booker, Clayton
E. G. Boysworth, Norwood
C. B. Britt, Chadbourn
M. S. Burt, Holly Springs
J. R. Curtis, Dillon, S. C.
J. S. Ferguson, Randleman
J. L. Holshouser, Rockwell
P. L. McDaniel, Fairmont
J. M. McLaughlin, Mercersburg, Pa.
C. H. Oakley, Roxboro
W. D. Welch, Jr., Hobbsville
D. F. White, Mebane



C. H. Oakley
Most Original



M. L. Heiner
Laziest

LEGAL SECTION

FREDERICK O. BOWMAN, LLB. *Editor*. Chapel Hill, N. C.

Federal Revenue Act Reduces Taxes

The much fought over Federal Tax Reduction Bill, known as the Revenue Act of 1928, became a law on May 29th, when it was signed by President Coolidge. The New Act provides for an annual reduction in tax payments of $222,000,000. However, it is estimated that during the fiscal year 1928-1929, the amount collected will fall only $155,000,000 below the amount collected under the old Act during the fiscal year 1927-1928, the full force of the reduction not being felt for a year after the effective date of the measure. The new law provides for:

A reduction of the corporation tax from 13½ per cent to 12 per cent, and the exemption allowed corporations was increased from $2,000.00 to $3,000.00. Estimated loss in revenue, $123,450.00 and $12,000,000, respectively.

The repeal of the 3 per cent tax on automobiles, with an estimated loss in revenue of $66,000,000.

An increase in exemptions in admissions from 75 cents to $3.00. Loss in revenue $17,000,000.

An increased exemption from 10 per cent tax on club dues from $10.00 to $25.00, a loss of $1,000,000.

An increase from $20,000 to $30,000 on maximum exemption for credit for "earned income", a loss of $4,500,000.

A reduction in tax on wines to pre-war level, a loss of $1,000,000.

The repeal of tax of 1/10 of 1 per cent per gallon on cereal beverages, a loss of $185,000.

A reduction in tax on retail druggists dealing in narcotic drugs from $6.00 to $3.00 annually, a loss of $150,000.

An increase in tax on prize fights for tickets of $5.00 and over from 10 per cent to 25 per cent, increase in tax payments estimated at $750,000.

An increase of $2,000,000 in cases of non-residents withholding tax at source.

An increase of $50,000 in revision of tax on foreign built yachts (customs).

The total approximated reductions, therefore, amount to $225,295,000, and the offset by approximated increases of $2,800,000, leaving a net reduction of $222,495,000.

With a view to simplification numerous changes are made in the new act in the administrative provisions of the tax law, but the present law prohibiting publicity for income tax returns is unchanged.

Reduction in Narcotic Tax

At the last moment before Congress adjourned the Watson amendment providing for a reduction in the annual narcotic tax from $6.00 to $3.00 was adopted, thereby saving the retail druggists of the United States more than $150,000 annually, the saving to the druggists of North Carolina being near to $3,000.00 each year. The N. A. R. D., through its able Attorney, Mr. Brokmeyer, who received the co-operation and assistance of the State and local pharmaceutical associations throughout the country, carried the fight to the Senate and then to the Conference Committee, after the House had failed to make provision for the reduction in the revenue bill, thus winning this notable victory after all chances for the reduction seemed to have been hopeless. For your information, it is stated that both Senators Simmons and Overman voted for the reduction.

United States Collector of Internal Revenue, Hon. Gilliam Grissom, under date of May 31, addressed two communications to retail druggists in this State relative to the reduction, the effective date thereof, and the payment of the tax. They are as follows:

"Raleigh, N. C.
May 31, 1928.

My dear Retail Druggist:

It is my pleasure to inform you that the Narcotic Tax for Retail Druggists has been reduced from six dollars to $3.00 for the fiscal year which will begin on July 1, 1928, and run until June 30, 1929.

The blank forms which this Office has already mailed to you should be filled and returned to us as usual except that you need send only $3.00; and please note that the law requires that this payment of three dollars be made by *certified check* or by *cashier's check;* when cash is sent, it must be registered.

The few who have already applied for re-registration and sent the old fee will have the proper amount refunded by the Bureau in due course.

We are glad that this reduction has been given you and we take pleasure in giving you the information.

We thank those who have already attended to re-registration and we beg the others to note that it must be done during the month of June; the sooner, the better. We ask your co-operation and we delight in the privilege of serving you.

Cordially yours always,
GILLIAM GRISSOM,
United States Collector."

"Raleigh, N. C.
May 31, 1928.

Please return to us Special Tax Stamp for Retail Dealer in Opium; also sign the enclosed Claim for Refund of the $6.00 you paid; return both at once.

Dear Retail Druggist:

Since we wrote and sent you the forms for your re-registration for the coming fiscal year, the new law has been passed and signed by the President.

This reduces the cost of re-registration to $3.00 instead of the six dollars which you paid.

It is necessary for you to sign the enclosed Claim for Refund of this six dollars; it is also imperative that you attach to this Claim your Special Tax Stamp which we have already sent to you.

So soon as we receive the signed Claim and the Stamp issued to you we will send both to the Bureau at Washington in order that the refund may be made.

Let us say that the Refund of the whole six dollars will be made and then the new $3.00 Special Tax Stamp will have to be issued; of course you will have to send the $3.00 for the new Stamp as the full amount of your first payment will be refunded by the Bureau.

We congratulate you upon the fact that the Government has made the reduction in your behalf and once again we ask your prompt attention toward the returning of the Claim duly signed with the Tax Stamp attached.

While we regret this trouble to you we are glad that the reduction in cost to you has been made.

Sincerely yours always,
GILLIAM GRISSOM,
United States Collector."

Chain Store Investigation

General Attorney Brokmeyer advises that "The Federal Trade Commission, on May 21, publicly announced that it will undertake an inquiry into the chain store systems of the country, as called for in a resolution introduced by Senator Brookhart, of Iowa, and adopted unanimously by the Senate. In conducting this investigation the Commission states it will invoke and rely on all powers available to it under the Federal Trade Commission Act and other statutes. The chief economist of the Commission was instructed to proceed with the inquiry. The Brookhart resolution has been published in th N. A. R. D. Journal of May 17th. It is sweeping. The Commission will determine whether the anti-trust laws are being violated and if not whether additional legislation is necessary in the public interest. The public and members of Congress should be enlightened. When they are the Capper-Kelly bill, or some remedial measure, will be enacted.

Capper-Kelly Fair Trade Bill

The Capper-Kelly Fair Trade Bill goes over to the session of Congress that con-

venes in December with a favorable report from the subcommittee of the House Interstate and Foreign Commerce Committee. While it was planned to ask the Committee to report the bill to the House before Congress adjourned, this was abandoned because the limited time for discussion was taken up in considering the amendment proposed by Representative Lea of California, to limit profits on sales to consumers. We are here carrying the Capper-Kelly bill in full in order that JOURNAL readers may study its provisions and thereby be able to discuss the measure intelligently with their Congressmen while they are at home and before the next Congress convenes in December. The complete text of the bill (H. R. 11) follows:

"A Bill To Protect trade-mark owners, distributors, and the public against injurious and uneconomic practices in the distribution of articles of standard quality under a distinguishing trade-mark, brand, or name.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,

That no contract relating to the sale or resale of a commodity which bears (or the label or container of which bears) the trademark, brand, or name of the producer or owner of such commodity, and which is in fair and open competiton with commodities of the same general class produced by others, shall be deemed to be unlawful, as against public policy of the United States or in restraint of interstate or foreign commerce or in violation of any statute of the United States, by reason of any agreement contained in such contract—

(1) That the vendee will not resell such commodity except at the price stipulated by the vendor; and/or

(2) That the vendee will require any dealer to whom he may resell such commodity to agree that he will not in turn resell except at a price stipulated by such vendor or by such vendee.

Sec. 2. Any such agreement in a contract in respect of interstate or foreign commerce in any such commodity shall be deemed to contain the implied condition that such commodity may be resold without reference to such agreement—

(1) In closing out the owner's stock for the purpose of discontinuing dealing in such commodity;

(2) With prominent notice to the public that such commodity is damaged or deteriorated in quality, if such is the case; or

(3) By a receiver, trustee, or other officer acting under the orders of the court.

Sec. 3. Nothing contained in this Act shall be construed as legalizing any contract or agreement between producers or between wholesalers or between retailers as to sale or resale prices.

Sec. 4. No suit arising out of any such agreement shall be brought in any court of the United States in other judicial district than that in which the defendant is an inhabitant, or in which he has a regular and established place of business. If such suit is brought in a district in which the defendant has a regular and established place of business, service of process, summons, or subpoena may be made by service upon the agent or agents engaged in conducting such business in the district in which the suit is brought.

Sec. 5. As used in this Act—

(1) The term "producer" means grower, packer, maker, manufacturer, or publisher.

(2) The term "commodity" means any subject of commerce.

(3) The term "interstate or foreign commerce" means commerce between any State, Territory, or possession, or the District of Columbia, and any place outside thereof; or between points within the same State, Territory, or possession or the District of Columbia, but through any place outside thereof; or within any Territory or possession or the District of Columbia.

Sec. 6. If any provision of this Act is declared unconstitutonal or the applicability thereof to any person or circumstance is held invalid, the validity of the remainder of the Act and the applicability of such provision to other persons or circumstances shall not be affected thereby.

Sec. 7. This Act may be cited as the "Fair Trade Act".


NO! DON'T KILL IT, BUT JUST LOOK AT THAT BIG OVER-SIZE NOSE, IT'S DANGEROUS!
LET ME THINK! MAYBE I CAN BUILD A PEN FOR HIM.
U.S. PHARMAC
CONGRESS
TRUSTS
THE ANTI-
TRUST LAW
CHAIN STORES
TRUST METHODS
J.L. Cobb 1928

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Commencement at the University

Celebrating the closing exercises of its 133rd commencement, the University of North Carolina on June 11 awarded diplomas to 346 graduates, the largest class in its history. Dr. Harry W. Chase, president of the University, delivered the baccalaureate address in the absence of the scheduled speaker Mr. Arthur W. Page, vice-president of the American Telephone and Telegraph Co., who was prevented by illness from being present. The diplomas were presented by Governor Angus W. McLean.

Mr. Benjamin Walton Booker, of Clayton, received the degree of Pharmaceutical Chemist, and the following students were given the degree of Graduate in Pharmacy; Messrs. Beverly Newton Austin, Leaksville; Ernest Gaston Boysworth, Norwood; Carl Barden Britt, Chadbourn; Milton Stanley Burt, Holly Springs; James Richard Curtis, McBee, S. C.; John Stratford Ferguson, Randleman; John Leidy Holshouser, Rockwell; Paul Love McDaniel, Fairmont; Jack McDowell McLaughlin, Mercersburg, Pa.; Curtis Hill Oakley, Roxboro; William Dorsey Welch, Jr., Hobbsville; and Delmer Frederick White, Mebane. This is the first class to graduate under the three-year requirement.

The Bradham Prize was won by MR. M. S. BURT, of Holly Springs. This prize is given by MR. C. D. BRADHAM, of New Bern, to the student making the highest general average during the three years of study leading to the degree of Pharmacy.

MR. E. G. BOYSWORTH, of Norwood, was awarded the Lehn and Fink Gold Medal, given annually by Lehn and Fink, of New York City, for excellence in research work.

Of interest to hundreds of pharmacists throughout the South is the announcement that DEAN E. V. HOWELL has been granted a six months leave of absence to enable him to complete some extensive research work he has been engaged in for a number of years in regard to the life of Henry Harrisse, the eminent historian. Dean Howell will spend most of his time studying in the libraries of France. During his absence PROF. J. G. BEARD will be in charge of the School of Pharmacy.

During commencement the JOURNAL offices were delighted to receive visits from MR. G. K. GRANTHAM, who is a member of the University Board of Trustees, and from MR and MRS. C. C. FORDHAM, JR., who were attending the reunion of the Class of 1925 of which the former is a member.

Board Grants License to Druggists

The North Carolina Board of Pharmacy met in Pharmacy Hall at Chapel Hill on June 12-13 to examine candidates to practice pharmacy both as pharmacists and assistant pharmacists with every member of the Board present. Only those candidates who took both the theoretical and practical examinations had their grades announced. The following received their licenses: *As Registered Pharmacists*: J. M. McLaughlin, Mercersburg, Pa.; E. G. Boysworth, Norwood; J. H. Isler (Col.), Charlotte; Mary S. Holley (Col.), Greensboro; D. F. White, Mebane; B. N. Austin, Leaksville; C. W. Bynum, Wilson; K. B. Spoon, Charlotte; B. R. Phifer, Monroe; L. S. Sullivan, High Point; F. L. Black, Mount Holly; J. M. Tatum, Brevard; W. L. Harper, Mount Airy; Joseph Lazarus, Sanford; W. M. K. Bender, Beaufort. *As Assistant Pharmacists*: E. D. Millaway, Liberty; F. B. Maus, Greensboro.

The JOURNAL congratulates these young druggists on successfully standing the Board and wishes for them every success in their chosen profession.

Dean Howell Entertains School

DEAN E. V. HOWELL, following a custom instituted several years ago, gave his

annual barbecue to the students in the School of Pharmacy late on the afternoon of June 2. The affair was held on the lawn of his home on E. Franklin St. In addition to the students, the members of the Pharmacy Faculty were present and a few invited friends. Dean Howell's barbecues are famed throughout the State and his 1928 party was probably the most delightful he has ever given. A pit had been dug in the shade of one of the large oak trees in the yard and a grating made over the top on which the pig roasted for hours until it was done to a turn when the guests arrived. In addition to the barbecue, Brunswick stew, cornbread, pickles, slaw, etc., were served. Just as the party was nearing an end the students gave rousing cheers for the Dean and wished for him a most successful and enjoyable six months in Europe.

General News Items

MR. C. L. EUBANKS, of Chapel Hill, attended the State Democratic convention in Raleigh on June 12.

We are delighted to welcome into membership in the State Association MR. LYMAN BAKER HUNT, of Durham. Mr. Hunt is originally from South Carolina but has been connected with drug stores in Winston-Salem, Charlotte, and Durham for a number of years.

MR. FLEET H. SCROGGS, of Smith's Drug Store, Franklin, recently completed the Rexall Course in Drug Store Management and Salesmanship, given by Boston University. He made a grade of 92%.

MR. C. T. COUNCIL, of Durham, attended the meeting of the South Carolina Pharmaceutical Association in Charleston, June 13-14.

MR. J. A. GOODE, of Asheville, addressed the S. C. P. A. on the subject: "Shall the Chain Store be Allowed to Destroy the Opportunity of Future Generations, Make Paupers of the Wage-Earner and Bankrupts of the Merchant, Farmer, Banker and Property Owner of Today?"

We understand that MR. C. L. RHYNE, proprietor of Rhyne's Drug Store, Statesville, has purchased the Broad St. Pharmacy in the same town and will continue to operate it under its present name.

PROF. J. G. BEARD, of the State University delivered an address before the annual convention of the North State Medical Society at Henderson on the evening of June 6. His subject was "The Ethical and Professional Obligations and Qualifications of Modern American Druggists."

MR. D. S. NYE, who has been connected with the Wiggins Drug Store, of Wake Forest, for the past two years, recently resigned and moved to Conway, S. C., where he and his brother MR. BRUCE NYE, will engage in business. They have bought the Conway Drug Co. and are operating the pharmacy under the name of Nye Brothers. Mr. Nye has been succeeded at Wake Forest by MR. J. A. UNDERHILL, of Wendell, who has been practicing his profession in McCormick, S. C., for some time.

MR. J. A. BLAND, who has been living in Miami, Florida, for the past several months, where he was connected with the Lo-Zema Laboratories, has returned to North Carolina to accept a positon with the drug store of MR. W. R. WILKINS in North Wilkesboro.

MR. C. V. DAVIS' many friends are welcoming him back to North Carolina after an absence of a year in Suffolk, Va., where he was with the Nansemond Drug Co. Mr. Davis has accepted a position with the Albemarle Pharmacy, of Elizabeth City.

The name of the Summit Avenue Pharmacy in Greensboro has been changed to Wilson's Pharmacy with MR. C. C. SEAWELL in charge of the prescription department.

MR. J. C. MURPHY, of Thomasville, has accepted a position with the Young Drug Co., of Charlotte.

MR. D. C. McCRUMMEN, of West End, is now with the O. Henry Drug Stores in Greensboro.

Jewelry valued at about $35 was stolen from the Smith Drug Co., McAdoo Heights, Greensboro, some time on Sunday night, June 10, according to a story in the *Greensboro Daily News* Entrance was gained by forcing open a rear window. The loot included four strings of pearls, a fountain pen, two vanity cases, three rings and two strings of beads. Several cartons of cigarettes were taken also.

The Carolina Cash Drug Stores, of Charlotte, have been incorporated, to buy, sell, and otherwise deal in drugs of all kinds. The authorized capital stock is $100,000 with $300 subscribed stock by MESSRS. C. H. ALLEN, of Huntersville, and J. H. SMALL, JR., of Charlotte.

Announcement has been made that on February 22 of this year the Owens and Minor Drug Co., of Richmond, Va., bought the formula, good will and all rights in the Tono Scalpa Co., and the new owners are continuing the manufacture of the preparation.

MR. TYREE DODSON, who received license as a pharmacist in this State in 1917, is now in charge of Humphrey's Pharmacy, in Covington, Va.

MR. H. S. EAST, formerly of Emporia, Va., is now with the Patterson Drug Co., No. 4, in Winston-Salem.

MR. LON D. RUSSELL has resigned his position with Eubanks Drug Co., of Chapel Hill, and on June 15 moved to High Point where he will be connected with Cecil's Pharmacy. He has been succeeded by MR. J. L. HOLSHOUSER, of Rockwell, a graduate of the State University of the Class of 1928.

The Piedmont Enterprise Corporation, of Salisbury, has been incorporated to manufacture and compound drugs. The authorized capital stock is $25,000 with $3,000 stock subscribed by MESSRS. F. R. MASON, W. H. HANNUM, and W. A. COLEMAN and others of Salisbury.

Yeggs forced the safe of the Tingen-Summey Drug Store in Charlotte recently, an iron bar being used in prying the safe door from its hinges. Owners of the store have not made a statement as to the extent of the loss.

The Owens Bottle Co., and the American Bottle Co. announce the removal of their general offices on May 21 from the Nicholas Bldg. to 965 Wall Street, Toledo, Ohio.

The many friends of MR. C. B. MILLER, popular druggist of Goldsboro, missed him very much at the Morehead City meeting. Mr. Miller, accompanied by his wife, left on June 11 for an extended trip to California, the Grand Canyon, Colorado Springs, Pike's Peak, and British Columbia. He then went as delegate from the Goldsboro Club to the Kiwanis International Convention in Seattle. Mr. Miller is president of the Goldsboro Kiwanians. He writes that he is enjoying his western trip very much, but he regrets not having seen his druggist friends at the annual convention.

Under the title, "Mr. Grantham 'Reminisces'," the May number of *Tile and Till* recount a number of MR. G. K. GRANTHAM'S experiences in the drug business. These observations are taken from a paper he read at the forty-third annual meeting of the Association.

MR. J. F. DAILEY, Greensboro druggist, is now practicing his profession in Maxton where he is connected with Bell's Drug Store.

The Lane Pharmacy, of Tarboro under the management of MR. W. A. LANE, was formally opened to the public on May 17. *The Daily Southerner*, after making the announcement of the opening of the store, says: "W. A. Lane, the manager and owner, was licensed as a registered druggist in the year 1907, and since that time has been following his profession. For 13 years he was in the employment of the Bradham Drug Company of New Bern and thence he came to Tarboro where he has been with the Edgecombe Drug Company ever since. Recently he severed his connection with the Edgecombe Drug Company for the purpose of opening a drug store in Tarboro. Since Mr. Lane has been in Tarboro he has made many friends who wish for him great success in his new business, and in these good wishes *The Southerner* most heartily joins."

Eastern Carolina News

F. L. BUNDY, *Reporter*

Friends will be delighted to learn that MR. J. T. STEVENSON, of Overman and Stevenson, of Elizabeth City, is back in the store after a three weeks illness with tonsillitis.

MR. O. HENRY LYON, proprietor of the O. Henry Drug Store, of Plymouth, is enjoying a two weeks vacation in Florida.

MR. E. R. THOMAS, of the E. R. Thomas Drug Co., of Erwin, was recently elected to the Board of County Commissoners of Harnett county.

MR. A. D. WALKER has accepted a posi-

tion as prescriptionist for Miller's Pharmacy, of Wilson. He succeeds MR. PAUL BISSETTE, who has accepted a position with the Hollingsworth Candy Co., of Augusta. Mr. Walker was formerly with the Shaw Drug Co., of New Bern, which has discontinued its prescription department.

MR. J. G. VICK, who has been connected with the Wilson Drug Co., of Wilson, for a number of years, has accepted a position with E. R. Squibbs and Sons with headquarters at Columbia, S. C. The many friends of Mr. Vick, particularly in eastern Carolina, regret to see him leave the Old North State, but they are wishing for him much success with "The Priceless Ingredient."

MR. R. L. HAMILTON, of Oxford, is now prescriptionist for the Rives Drug Co., of Robersonville.

MR. GEORGE K. McNEIL, proprietor of the Rowland Drug Co., of Rowland, was recently elected mayor of the town.

MR. C. M. ANDREWS, proprietor of the Burlington Drug Co., of Burlington, attended the meeting of the North Carolina Retail Merchants Association at Elizabeth City.

The modern apartment house being erected by MR. SAM REID in Washington is rapidly nearing completion. The building will be of brick veneer construction, containing four five-room apartments with all modern conveniences including electric refrigeration, steam heat, and individual garages. The building, when completed, will be one of the most modern apartment houses in eastern Carolina.

An Apology

In the June issue of the Journal we stated that the Salem Pharmacy, of Winston-Salem, had discontinued business. We are delighted to correct this statement and wish to apologize to the owners for our error. The information was reported to us by several parties and we had every reason to believe the news authentic. However, we find we were in error and we regret exceedingly the injustice done the firm by our erroneous statement. The firm is continuing business in its same location.

All Around North Carolina

M. J. Leimkuhler, *Reporter*

MR. REESE HARVILLE, of Thomasville, is again able to be up and about after six weeks indoors with sciatica.

MR. J. S. WHITE, of Elon College, will open a branch store at Bessemer, a Greensboro suburb about the first of July. The name of the pharmacy will be the J. S. White Drug Co.

The Union Drug Co., of Monroe, will move into their new building with a complete new outfit of fixtures, fountain and stock about August 1st. This concern was completely burned out a few days before the Christmas holidays. The name of the store is being changed to the Secrest Drug Co.

MR. PAUL G. CALDWELL, of Gastonia, has purchased the Morrow Drug Store on East Franklin Ave. He has changed the name of the firm to Caldwell's Drug Store.

A Mr. Dietrich has opened a drug store at Lake Lure under the name of the Lake Lure Drug Store. Mr. Dietrich has a resort store in the Belleview Biltmore Hotel at Clearwater, Florida, in the winter months and we understand that he will operate the Lake Lure store during the summer months only.

Following the complete remodeling of the store, the City Drug Co., of Burlington, has again established permanent location at their old stand. The fixtures were purchased from the Morrison Mfg. Co. and the fountain from the Liquid Carbonic Co. MR. C. P. MITCHELL is the owner.

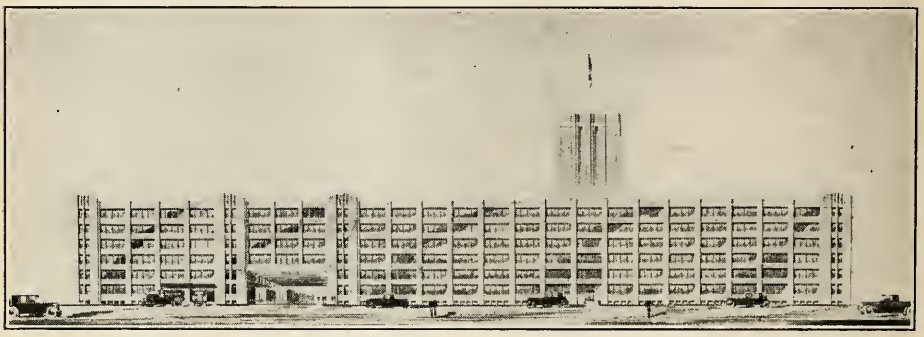
MR. and MRS. TOM G. CRUTCHFIELD announce the birth of a daughter, Lora Elizabeth, on April 30. The proud father is the manager of the O. Henry Drug Store, No. 2, of Greensboro.

Druggist's Baby Wins Prize

A silver loving cup offered as first prize in a baby popularity contest in Rocky Mt. was won by Miss Mary Corinne Walker, the young daughter of MR. and MRS. B. WYCHE WALKER. Little Miss Walker led the list of seventy-odd nominees with a total of 7,038 votes. The contest was the center of interest in Rocky Mount for several weeks and the voting was very heavy.

Parke, Davis and Co. to Erect New Manufacturing Building

The cut below shows the new building, more than 600 feet long and six stories high, which will be added to the Detroit laboratories of Parke, Davis and Co. This structure, which will be devoted to manufacturing, will embody the latest improvements in factory construction and design. It will be of reinforced concrete throughout, with every provision made for the health and convenience of the employees. The exterior of the building will be faced with brick to correspond to that of the Administration Building which was completed last year. The new building will be constructed in three units and it is expected that the first unit will be ready for occupancy on Jan. 1, 1929.



PARKE, DAVIS AND CO.'S NEW BUILDING

Pharmacy Attracts Attention

The Southeastern Drug Journal for June carries a page story about the drug store of MR. T. A. WALKER. The pharmacy is known as "The Service Store" not only in Charlotte, but throughout a large section of the State. The article tells in a most interesting manner how "On January 30, 1918, Walker's Drug Store began its career with only one registered pharmacist, one combination 'front' man and soda clerk, one delivery boy and a second-hand bicycle, and then traces its growth until "As the result of an ever-increasing patronage, Walker's Drug Store today employs four registered pharmacists, two soda clerks, one 'front' manager, a bookkeeper, five delivery boys, two relief clerks, two relief delivery boys, and the delivery equipment includes a Ford car, three motorcycles and two bicycles."

Too Good to Stay Out of Print

This conversation was overhead on the streets of Wilmington:

Citizen: "Where does your association meet this year?"

Druggist: "Why, we are going to Morehead this year!"

Citizen: "Well, I suppose next year will be Wilmington's year to get the convention, will it not?"

Druggist: "Yes, I believe so!"

Citizen: "Why don't you fellows come down here for your convention during THE FEAST OF PIRATES?"

Druggist: "Say, you aren't insinuating—er, say, what do you mean—XZYQ—PXZY—ETC—."

Note: The observer withdrew about this time!

Marriages

Miss Margaret Hollowell, of Elizabeth City and MR. L. M. INGRAM, of High Point, announce their marriage on April 28 at the First Methodist Church, Elizabeth City. Mr. and Mrs. Ingram are making their home in High Point where the former is the proprietor of Ingram's Pharmacy.

Miss Peggy Thomas and MR. P. G. GLASS announce their marrage in Waxhaw on the afternoon of June 12. Mr. and Mrs. Glass are at home to their friends in Kannapolis.

Mr. Glass is connected with the F. L. Smith Drug Co. in that town.

Deaths

MR. W. L. HAND, aged 55, and known throughout North Carolina and other Southern States for his activity as a medicine manufacturer, died suddenly at his home in Charlotte on May 19. He organized the Hand Medicine Co. 25 years ago, but sold the business a few years ago. He had been a resident of Charlotte practically all his life. He spent awhile in recent years in Florida, but for some time had been connected with the Young Drug Co. in Charlotte. He was a Mason, Woodman of the World and a member of the Second Presbyterian church. He is survived by his wife and three children.

MR. HUGH LAYDEN, since 1921 manager of the Stonewall Pharmacy, of Charlotte, died in Johns Hopkins Hospital on May 30. Mr. Layden was born in Edenton, March 26, 1888, and secured his pharmaceutical education at the University. He was licensed in 1908 and from 1904-1917 was engaged in business in Danville, Va. He was then owner of the Badin Pharmacy until 1921. Since that time he has been in Charlotte. He was a member of the N. C. P. A.

Requisites of a Good Druggist

(Continued from Page 276)

he might be asked for information concerning a certain preparation that he had sold before and had received compliments or comments on its action. It is no trouble then to make the sale.

PARTS OF ARTICLE

The different parts of interest of an article should be well known. The salesman can sell talcum powder better by telling his customer that it is made from the best imported talcum. Explain its extra degree of fineness and how all the gritty particles have been eliminated. Tell the customer something about its popularity in the Oriental country; of its peculiar odor which is unlike anything in this country; that it is a brand new powder just out; that the odor seems to suit everyone and that everybody is buying that particular powder.

The same thing is true in selling a perfume or perhaps a hot water bag. If the salesman knows the history of an article he can relate an interesting and an enthusiastic story. He must have some knowledge about the article in order for him to impress his customer that he knows something about the thing he is trying to sell. He must be well posted on the selling points of the article whether it be a hair brush, sponge, hot water bottle, cigar, perfumes, cold cream, soap, box of chocolates—in fact, almost every article he handles, no matter how insignificant it may be, should be analyzed for selling points and a nice story prepared to tell the customer which will aid greatly in making the sale.

Greetings

To Our Many Customers in North Carolina

O'HANLON-WATSON DRUG CO.

Winston-Salem, N. C.

Make More Money
on
CAPUDINE

On $20.00 Quantity 5% Discount or better, allowed by Jobber.

7% bonus to be paid by check mailed to retailer, upon receipt of the Jobber's Invoice, by the Capudine Chemical Company. Invoice will be returned with check.

Order through your Wholesaler.

We will send Manilla Envelopes, with your business card printed on same, suitable for sending out small packages or seed, upon request when sending bill for bonus check. Attach your label to request.

Capudine, 5 Pt. size		**$5.00 each**
Capudine, 1 Pt. size		**1.10 each**
Capudine, Large size	**60 ct.**	**4.80 Doz.**
Capudine, Medium size	**30 ct.**	**2.40 Doz.**
Capudine, Trial size	**10 ct.**	**.80 Doz.**

Write Us for Further Information If Desired

CAPUDINE CHEMICAL CO.
RALEIGH, N. C.



Southern Dairies delicious Vanilla and Lime Sherbet, a popular June flavor, is being extensively advertised and merchandised throughout the South this month. Dealers in a thousand Southern cities and towns are featuring this appetizing ice cream combination.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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Officers of the North Carolina Pharmaceutical Association for 1928-29

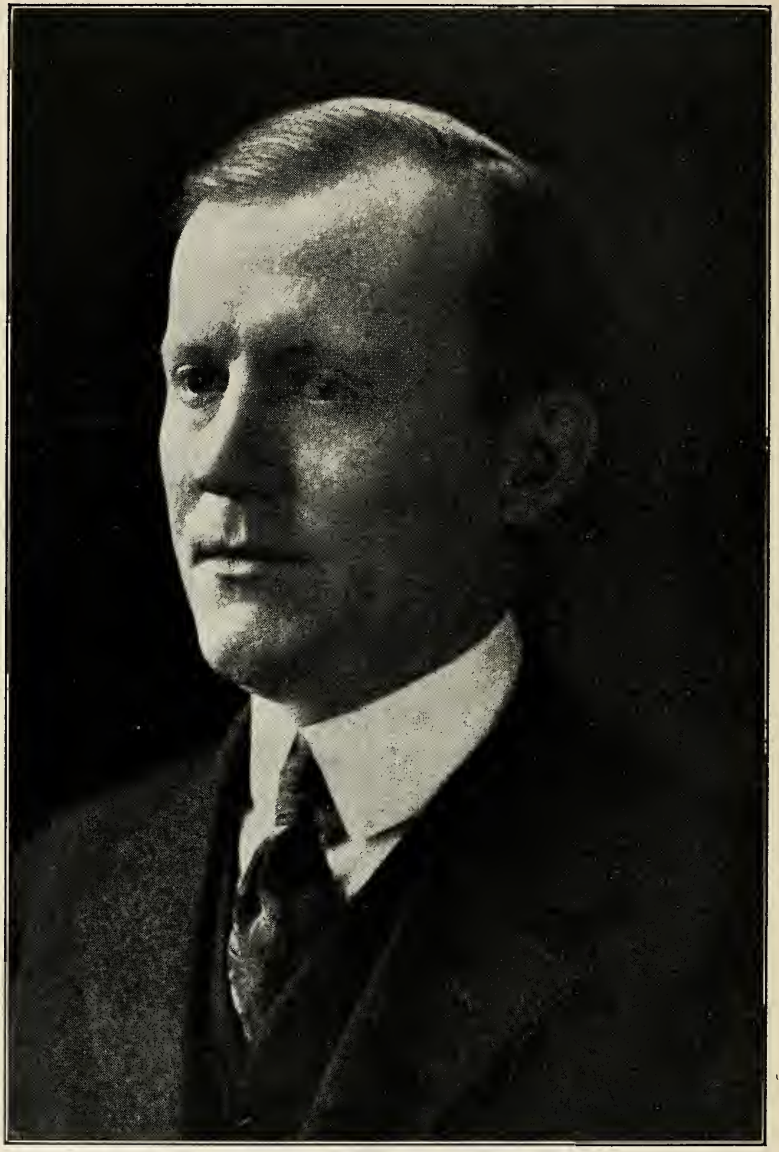
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ADVERTISEMENTS—Cover Pages 1, 2, 3, 4 and Pages I to XXIII.

The 1929 meeting of the North Carolina Pharmaceutical Association will be held at Asheville



JOHN K. CIVIL, of Charlotte
—A Popular Drug Salesman in North and South Carolina

DEDICATED TO JOHN K. CIVIL, OF CHARLOTTE,

In Appreciation of His Interested, Effective, and Long-Continued Coöperation in Promoting the Success of the State Association and The Carolina Journal of Pharmacy; in Recognition of His Unquestioned Ability as a Traveling Salesman; and as a Token of the Affectionate Esteem in Which He is Held by the Druggists of His Territory

John Keough Civil was born in Columbia, S. C., May 28, 1888, the son of John and Ann Jane (nee Hannah) Civil. Educated in Columbia, he later learned the drug business under the able tutelage of Mr. W. C. McMillan, an older pharmacist of the city. After some years spent in Mr. McMillan's employ, he was engaged by the Murray Drug Laboratories, also of Columbia. It was during his connection with this firm that he studied for and passed the examinations of the South Carolina Board of Pharmacy. Shortly after securing his license he joined the State Pharmaceutical Association and although he no longer practices pharmacy he nevertheless retains his membership in the Association and is an unfailing attendant at the annual meetings. (He is also a member of the North Carolina Association.)

Mr. Civil's first road position was with Eli Lilly and Co., in South Carolina. With this firm he demonstrated such success as a salesman that the attention of the Norwich Pharmacal Co. was directed to him. Thirteen years ago he joined the sales organization of the latter company, and with the exception of a year of service in the World War, has continued to represent Norwich in North and South Carolina. The company considers him one of its best salesmen.

Practically always Mr. Civil is present at the conventions of the North Carolina Pharmaceutical Association. But whether he is able to attend or is kept away by conditions beyond his control, he never fails to join the other members of the Traveling Men's Auxiliary in "boosting" the approaching meeting. It is largely due to the efforts of such traveling men as John Civil that the State Association meetings are so largely attended and so well enjoyed. Not only has Mr. Civil been a supporter of the Association but he has been one of the most faithful friends—we started to say the most faithful friend—the Carolina Journal of Pharmacy has ever had. Almost from the beginning of publication he has been an Official Reporter, and in other ways has helped greatly to give the Journal whatever claim it may have to serving its intended purpose.

On February 20, 1920, Mr. Civil was married to Miss Ruth Anne Shannonhouse, of Charlotte. Mr. and Mrs. Civil are the proud parents of four charming children—Ruth Ann, Mary Esther, John K., Jr., and Helen. The family resides at 2400 Kenmore avenue.

Mr. Civil is a member of the St. Peter Catholic Church. His political affiliation is with the Democratic party.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

The Morehead Meeting

The desirability of publishing Mr. J. A. Goode's excellent paper on chain store practices, etc., caused us to "scrap" a long descriptive editorial on the Morehead City meeting of the North Carolina Pharmaceutical Association because space sufficient for both subjects was not available. Since the next issue will be a Proceedings Number that carries no editorial comment, and since the subject will have lost reader interest by October, we are consigning our lengthy discussion of the meeting to the waste basket. Suffice it here to say that the Morehead City convention was in most ways a success although it had some regrettable features. The attendance was large considering how far removed the meeting was from the Association's "center of population." The addresses were excellent though their number was perhaps too large. The papers were interesting. The discussion of important subjects by the members themselves was all too brief, this feature being crowded out. The entertainment was ample and sufficiently varied. The weather was hot, but hotter still back home. The fishing was good, the bathing fine. The hotel conditions were altogether unsatisfactory. The attendance at several sessions was not representative of the number of delegates registered. A few persons attending the meeting made themselves quite objectionable on account of whisky. But all in all the convention was well worth while.

An Ownership Bill

In October of this year the United States Supreme Court will determine whether or not the Pennsylvania law that limits the ownership of drug stores to licensed pharmacists is constitutional. Two courts in Pennsylvania, one of them the Federal Court of Appeals, has already ruled that the act does not violate the constitution. If our highest tribunal decides against the Ownership Law it will end the fight, but if, on the contrary, it holds the Pennsylvania Act to be valid, then there will be a rush in all states to secure the passage of a similar measure.

At the recent meeting of the State Association the members authorized the Legislative Committee to seek the passage of ownership legislation in North Carolina if the Pennsylvania law is held to be constitutional. The JOURNAL in a former issue argued the merits of such a bill. Should the Supreme Court rule favorably, the whole subject will receive extended treatment in these pages.

The Chain Store Evil

On other pages we are reproducing an address that Mr. J. A. Goode delivered before the recent conventions of the North and South Carolina pharmaceutical associations. The address is necessarily long because it covers all phases of chain store practices, but it ought to be read carefully by every druggist in the State since it summarizes many of the arguments he can use in fighting the inroads that "chains" are now making into our mercantile life.

Unquestionably the problem of chain store selling is the biggest and most vital issue that confronts retail druggists in the country today. Every month witnesses the expansion of existing chains and the formation of new ones. The South, heretofore comparatively free from drug combines, is territory towards which the Merging Moguls are casting greedy eyes. A few weeks ago announcement was made of the formation of the Lane chain of 78 stores with headquarters in Atlanta. The coming year will see several more such combinations. What can be done about it? Three things.

First, the consuming public must be educated to see that trusts in the field of retailing are as harmful as trusts in the field of manufacturing if such trusts in their practices attempt to throttle and succeed in throttling individual initiative and energy. Final results and not immediate effects are the dangers which buyers at retail should be made to recognize. Mr. Goode points these out.

Second, the Capper-Kelly Fair Trade Bill, or some modification of it, should be enacted into law. It has not passed Congress heretofore because the opposition to it was active and the people whom it is designed to help waited for the other fellow to do the work. The Bill is not going to pass Congress until the independent merchants of the country realize that each and every mother's son of them must personally fight for its passage. The Capper-Kelly Bill, if made into law, will be a powerful factor of help to independent merchandising.

Third, an Ownership Law should be enacted in every state should the Supreme Court uphold the constitutionality of such legislation. Strong argument can be adduced to show that the health interests of the public in so far as drug stores are concerned are not limited to the person dispensing drugs but extend beyond to the owner who determines *what the dispenser shall dispense.*

Such are the weapons that independent druggists can use. There may be others. Viewing with alarm will do no good; it has already been tried too generally and too long.

New Nominees for Office in the Association

The ballot below was mailed on June 27 to every member of the Association. The nominees receiving the preferential vote of the members will assume office at the Asheville meeting next year.

Officers of the N. C. Pharmaceutical Association will hereafter be elected by mail ballot. Every dues-paid member is entitled to vote. Place check mark √ opposite name of candidate you prefer.

FOR PRESIDENT
(Vote for one)
- ☐ R. K. Blair, Charlotte
- ☐ C. C. Fordham, Sr., Greensboro

FIRST VICE-PRESIDENT
(Vote for one)
- ☐ C. B. Miller, Goldsboro
- ☐ S. M. Purcell, Salisbury

SECOND VICE-PRESIDENT
(Vote for one)
- ☐ Carl T. Durham, Chapel Hill
- ☐ J. C. Hood, Kinston

THIRD VICE-PRESIDENT
(Vote for one)
- ☐ Geo. A. Iseley, Raleigh
- ☐ H. S. Overman, Elizabeth City

SECRETARY-TREASURER
(Vote for one)
- ☐ J. G. Beard, Chapel Hill
- ☐ E. F. Rimmer, Charlotte

MEMBERS OF THE EXECUTIVE COMMITTEE
(Vote for three)
- ☐ J. C. Brantley, Raleigh
- ☐ W. M. Fowlkes, Rockingham
- ☐ W. W. Horne, Fayetteville
- ☐ Roy J. Johnson, Asheville
- ☐ D. C. Lisk, Charlotte
- ☐ P. C. Stratford, Greensboro

"Uncle George" to go to Europe

We understand that Mr. G. R. PILKINGTON, of Pittsboro, affectionately known to his hundreds of friends as "Uncle George," is planning a trip abroad. Mr. Pilkington was born in Haslingden, near Manchester, England. He received five years apprentice training under William Warburton at Manchester, England, 1881-1886 and was a clerk in London, in Douglas on the Isle of Man, and in Liverpool. On Oct. 15, 1889 he left Liverpool for Raleigh, N. C., from whence he went to Pittsboro, arriving there on Nov. 2, 1889. In 1894 he purchased the drug business of Mr. Merritt in Pittsboro and has practiced his profession in the same stand ever since. He is now planning a real vacation which he will spent mostly at his boyhood home in England, but, of course, he expects to make at least a brief trip to Paris and may make a visit to Scandinavia. The JOURNAL is wishing for Mr. Pilkington a most pleasant journey and druggists of the State will look forward with keen pleasure to hearing him relate his vacation experiences at the Asheville meeting of the Association.

SHALL THE CHAIN STORE BE ALLOWED TO DESTROY THE OPPORTUNITY OF FUTURE GENERATIONS, MAKE PAUPERS OF THE WAGE-EARNER AND BANKRUPTS OF THE MERCHANT, FARMER, BANKER, AND PROPERTY OWNER OF TODAY?*

By J. A. GOODE of Asheville

As a representative of the National Association of Retail Druggists, it is my mission and purpose to call your attention to what I consider the most serious and important PROBLEM facing American business today, and that is, the growth of the chain store. I am sure that in the beginning of our discussion of this subject we are ready to agree that if it had been the policy of the chain store in the past to sell cheaper and more efficiently than the independent merchant, then we in a sense of fair play and progress would be willing to say that the independent merchant must go, but this we are here to deny. Many or all of the facts and figures necessary are readily available to support our contention that they have failed in purpose and in fact. The Harvard Bureau of Commercial Research and all other commercial agencies who have investigated have clearly shown that during the past five years it has cost the chain store more to do business than it has the individual, and that the individual merchant gives a greater value per average consumer-purchase than the chain store.

It was back in 1897 that Justice Peckham, noted Supreme Court Justice of the United States, called attention to the great dangers of the chain store or mass distribution. He pointed out that the power and deception that drives out independent merchants, also has the power to inflate prices and take ADVANTAGE of a defenseless public. He laid emphasis on the great GROWTH of this country due to the LIBERTY and ENCOURAGEMENT of INDIVIDUAL initiative. He stressed the importance of preserving the future for the young man to enjoy and develop his opportunity as intended for him under the provisions of the Constitution of our country. He visioned the great economic loss that our country would suffer through the driving out of the independent merchant in that there would probably be a million vacant store houses together with the turning loose of millions of people engaged in independent distribution as clerks, etc., to find new employment. He saw the GREAT loss the public would suffer through the deceptive practices of many of the LARGE chain combines that would spring up and the position the public would be in when it had lost its only safeguard of competition. He realized that the farmer would be unable to market his products; that the banks would finally be unable to operate locally, that the newspapers would be suppressed and dominated, that local communities could not PROSPER without independent merchants as a NUCLEUS of its community builders. He visioned the trust once dominating the field that it would not only set the price, which would be a HIGH one, but would measure the quality with an eye for PROFIT only.

This distinguished and brilliant jurist foretold accurately the thing that is happening today. The officers and members of the N. A. R. D. were the first to appreciate the thoughtfulness and seriousness of the forecast of Justice Peckham. They began many years ago in their fight to stop the growth of this GIGANTIC business octopus.

In 1911 a decision of the United States Supreme Court was rendered which TIED the hands of the independent merchant in his battle against the chain store. Since that date the chain store has grown by leaps and bounds and presents today the most serious problem in our country's business history. It is a problem which not only directly affects the RETAIL MERCHANT as a whole, but also affects the bankers, manufacturers, wage-earners, farmers, real estate owners, counties and cities in the matter of their taxation, and EVERY community in the matter of its civic life. The problem

* Address Before the S. C. P. A., Charleston, S. C., June 13, 1928.

should be approached NOT as a problem affecting the retailer, but as a problem that vitally affects our entire economic and civic life.

The great chain store systems conduct their stores over large territories and are controlled by a single corporation. One store in the chain may cut prices and suffer great losses while it DESTROYS the business of single enterprises and at the same time such a chain store will be maintained by other members of the chain. The plan of selling certain popular articles below cost, while other articles are sold at high prices, is referred to in this paper as the plan of offering bait. Their method of operation strikes deep into our material and civic life. Investigation will show that prices of standard articles are cut below cost not only for the purpose of offering bait, but for the purpose of discrediting and destroying stores as run by individuals. The customer who buys a standard article at 60c, when he has been paying $1.00, does not understand that this article was sold below cost but jumps to the conclusion that his local merchant has been defrauding him. Looking DEEPER into the problem, it will be seen that the chain store system is in direct warfare with local individual enterprise, and that it is cutting prices with a view of DESTROYING the competition of these enterprises. As I have just pointed out, one store of a chain of 100 stores may operate at a loss, while it is destroying local enterprise in competition with it, and be sustained by the other 99 stores who are enjoying ABNORMAL profits on their average sale where they have been able to eliminate the independent merchant.

Before going into the statement of the chain store problem in a general way it should be added that back of the chain stores are immense aggregations of capital and that there is very little difficulty in selling their shares of stock and raising any amount of money needed and that by having so much cash, they are in a great position of power at the present time.

This, ladies and gentlemen, presents the problem of the chain store. Let us see further how it affects our civilization:

The chain store is not a local enterprise. Its managers and owners are not local people. They have no touch WITH and no interest in civil life. They are a FOREIGN element, operating in a city with no interest in that city beyond that of making what MONEY they may out of it. Imagine a community whose entire business is carried on by chain stores. There would be no opportunity to form a Chamber of Commerce, and certainly no reason to form one. The mercantile interest of the community would be the INTEREST of the people living in New York, Chicago or other cities. The management of these stores is largely sent to the locality from other places and is frequently changed. They pay the minimum wage to the local clerks and in many instances require them to earn the major portion of their salary through the palming off on an unsuspecting public offbrand and inferior merchandise of their own label and manufacture on which they pay the clerks commissions.

The operators of foreign chain stores are not likely to become good active citizens of a town. The individual merchants of a city are made up of people who consider the city their home. They have a sense of attachment to it and a sense of vital interest in its growth. But if the chain store system shall have its way the mercantile operations of a city will finally be conducted by people who have no interest in the city other than that of selling goods and getting profits. The active civic life of any city owes much to its local merchants and it is not difficult to see what will happen if the chain store system is permitted to crush out of existence this NUCLEUS of COMMUNITY builders.

Another consequence of the development of the chain store is that it puts an immense purchasing power into one corporation. Such a corporation is in position to dictate terms to the manufacturer and the purchaser. Once the independent merchant is eliminated the only medium of distribution left to the manufacturer will be the chain store. An illustration of what will happen in a general way happened recently in the so-called cigarette trade war. *The Wall Street Journal* reports that one of the big store systems notified a prominent cigarette manufacturer

that he must sell cigarettes to them at a price LESS than the price given to the jobber or wholesalers. The general chain store owners plainly stated that unless the manufacturers would sell to the chain store at a lower price than it was selling to jobbers that the general chain store system would not offer his cigarettes for sale. This chain combine operated in many sections where the independent merchant had been eliminated in some instances almost entirely. In Philadelphia, one of its points of operation, 90 per cent. of the grocery stores are owned by the chains. The manufacturer in order to get distribution found it necessary to cut his price. Immediately the other cigarette companies were forced to cut their prices bringing on what is now known as the cigarette war. This illustrates the power of the chain store to dictate terms to the manufacturers. The cigarette manufacturers were considered to be the most powerful and well entrenched manufacturers in this country but the chain store system is bringing them to their knees and demanding favors of them and to such an extent that the market price of their stocks have undergone a very considerable shrinkage.

The question is: How will the manufacturer meet this situation? He suddenly finds himself in a position where terms are dictated to him and he cannot market his goods unless he meets such terms. Very clearly he will have to reduce the quality of his goods or reduce the expense of manufacturing.

Let us see how this will affect the economic balance of this and other industries. The manufacturer of tobacco will undertake to pay the farmer less; the manufacturer of cotton goods will undertake to pay the farmer less and both manufacturers will undertake to reduce the wages of their labor. Very clearly the development of the chain store is a menace to the farmer, the producer of raw material, to the wage earner and to the manufacturer. It affects every man, woman and child. If one thinks that the present warfare is merely a fight between a helpless lot of retailers and powerful chain store organizations, he has utterly misapprehended the situation. On the side of the retailer is arrayed the farmer, the wage-earner, the manufacturer and the jobber. Our people are slow to realize the force and effect of a commercial change, but once they see it, they will meet the situation.

Another effect of the chain store system is that it tends to impair the strength of all local banks. The chain store money is transferred from the local store to the head office. The capital of a local community ceases to be available to that community because it is sent away daily to become ready money of the GREAT money exchanges in foreign cities. The banker may well look carefully to what is ahead of him. Instead of doing a general business with jobbers and retailers, he will find that all these deposits and all this business will go to a very few great cities. The power of the ordinary community to do business will be paralyzed. If a citizen wants money he will have to go to the great cities to borrow it. But the truth is there will be very little need, if chain store growth continues, to borrow money for the reason that the mercantile business will be paralyzed. Not only the farmer, laborer and manufacturer are involved, but the banker is vitally interested with them, and he, therefore, should be counted on as a strong ALLY in the war that is at hand.

Another factor of great importance is that of taxation. The chain store systems are largely foreign corporations. They can reduce their inventories on tax days and, therefore, cut down the revenue coming to the town and cities. Not only this, but the corporate excess values cannot be reached by states where the corporations are foreign corporations and this great source of taxation and revenue will disappear. Those revenues and taxes which have been used to DEVELOP communities which ATTRACTED the chain store, will enhance the treasuries of the foreign cities and deplete the treasuries of their own counties, cities and the states. Imagine, if you please, the situation of the cities in which the local merchant has practically disappeared and the taxable values are in the hands of foreign corporations. What will the state do to maintain itself? The inevitable effect is to raise taxes on lands and incomes, but even

with this the impoverishment of the local community is inevitable.

Another great effect of the chain store system is the depreciation in the value of real estate in business districts and indirectly in the residential sections as well. There will be no demand for the stores because the chain store systems by their peculiar methods of baiting, as hereinbefore mentioned, of underselling with a view of destroying competition, will have crushed out the local merchants and destroyed the demand for high class business houses. The owner of business property will find difficulty in getting a tenant and real estate as an investment will cease to be attractive. You can forsee a situation where a city will have to undertake to increase its revenue on taxation of land on the one hand, and having property depreciating in value on the other. Tax rates, already high, will go to the point that will amount to confiscation. The property owner will find that his property is a liability rather than an asset. The owner of real estate, therefore, is also a great ally in this economic war. He is involved as directly as the merchant himself.

The final effect of the chain store system will be the effect of monopoly. Having crushed out all opposition, the chain store system will be in position not only to dictate terms to the manufacturer on the one hand, but to the consumer on the other. At this point the consumer will wake up to find himself in the toils of a greedy and remorseless monopoly. This, ladies and gentlemen, is the final consequence of the chain store system if it continues to grow and is inevitable. As matters are now, people who think they are SMART when they go into a chain store and buy some article at a cut price below the cost of production, will in the not distant future wake up to realize that they have played into the hands of monopoly, and in most instances where the chain store was a better merchandiser than they were a shopper, find themselves slaves to a few great corporations.

It is not conceivable that the great government of the United States will stand quietly by and see this situation develop. The Hon. Clyde Kelly, brilliant representative of the 33d district of Pennsylvania, was the first man who raised his voice in the Hall of Congress in behalf of the individual in business and the importance of preserving the future for the young man to enjoy and develop his individual initiative. I predict, ladies and gentlemen, that this distinguished man, Mr. Kelly, will in 15 years or less be the most appreciated man this country has produced in more than a century. Every father and mother in every city, town, and hamlet, whose greatest ambition is to see their son or daughter have the opportunities they are entitled to, will raise their voices in appreciation of him.

When he began his fight he was its lone champion and seemed to be sponsoring a hopeless cause. As a testimonial to his ability and sincerety of purpose, more than 800 state and national organizations, representing individuals in business, have endorsed the measure he favors. The great Chamber of Commerce of the United States has endorsed it by a three-fourths majority. It stands today with the unanimous endorsement of the congressional sub-committee appointed to consider its merits. The measure is known as the Capper-Kelly Fair Trade Act, and enables the producer or owner of an article sold under a distinctive brand or name to offer his article to the public at a specified price, and requires the retail seller to sell at that price. It would tend to put an end to the baiting system of underselling and require an even measure of value to the customer on every purchase. It may not be the perfect panacea for our ills, but it certainly can be said that some such necessary law can be passed which ought to be a law NATIONAL in its character. If necessary to follow it up with state legislation, there will be no difficulty along this line when our people once realize the inroads being made on our social and economic life.

The Federal Trade Commission has undertaken a complete investigation of this situation. It has sent out questionnaires in order that it may develop certain economic facts for recommendation to Congress for the passage of price standardization legislation. The Federal Trade Commission is much alarmed over the effect of the chain

store growth on our social and economic welfare. Predatory price cutting with the view of crushing out competition is against the public policy and the public welfare.

The chain store that takes a loss on one article of say 10 per cent., while it makes up the loss by deriving a great profit on another, is seriously interfering with the accepted standards of commerce. In New York City a great cut rate concern advertises to sell at 6 per cent. less than any other competitor. Yet an investigation conducted by the Secretary of the Treasury, Andrew W. Mellon, into our tariff laws, showed that this concern which advertised well known articles at less than cost prices in certain instances as bait to the unsuspecting shopper, charged a profit on imported and unknown lamp shades of 1500, 1600 and 2000 per cent. This policy tends to confuse the public mind and destroys the confidence of the buying public in the entire mercantile system. The scheme to create the impression that the Chain store is selling all articles at lower prices is not only unfair, but fraudulent. Chain stores according to figures submitted by the United States Department of Commerce showed that they sold in 1927 more than three billion four hundred million dollars worth of merchandise at retail. The report shows that 26 per cent. of these sales were handled at the actual cost of doing business, 8 per cent. were handled at a loss, and the remainder at a profit of 68 per cent. Mind you, 68c out of every dollar of the balance they took in was profit. This is far in excess of that asked or received by any independent merchant of my acquaintance. A school child can calculate that 26 and 8 are 34, and that 34 will go into 68 twice, and with this illustration of proportion one can readily see that the public stood a chance of two to one of paying an unreasonable profit on every chain store dollar they spent during 1927. The society for the aid of the poor in New York City on an investigation into the cost of living found one chain grocery store concern packaging coffee which retailed at 35 and 70c from the same sack. Many of them sell cold storage eggs as fresh yard eggs in states and cities which have no legislation prohibiting it. Many of them take advantage of the fight the trust won in defeating Dr. Harvey W. Wiley in his great fight for the American stomach in which he plead for the elimination of preservatives in food stuffs. They offer decaying food in which fermentation and decay have been arrested through the addition of preservatives, and which type of food a noted surgeon says causes more than 25 per cent. of the stomach ulcers in America today. All of this is offered to the unsuspecting and inexperienced shopper who is attracted to them through baiting methods in a search of a bargain. Any economist or practical business man will agree that a business CANNOT be conducted without a profit. Yet with an overhead as shown by their own figures of 30 per cent., many chain stores offer dollar articles at 58c which cost them at first wholesale cost 60c. not including their cost of doing business. Where then, if you please, is there profit and expenses for rent, and clerk hire, if it is not made up through the PALMING OFF on the unsuspecting and inexperienced shopper offbrand, INFERIOR and overpriced merchandise. There may be some chain stores that are not pursuing this policy, but everyone acquainted with the fact knows that many of them are. Any law that we pass should be aimed at putting an end to the bait idea and also the underselling idea. Price maintenance must become the settled business policy. It is proven that power to control resale prices is necessary to a square deal.

In conclusion some facts of interest in this matter may be stated as follows:

There are more than TWENTY-FIVE MILLION people earning their living through manufacturing and independent distribution. The wages of EVERYONE of these persons is threatened by the chain store system as now operated. There are BILLIONS of dollars invested in America in the manufacturing industry. These billions of dollars are menaced by the chain store system. Every farmer in America stands today under the threat of the chain store system. Every owner of real estate and every banker is likewise threatened. It

(Continued on Page 305)

LEGAL SECTION

Frederick O. Bowman, LL.B., *Editor.* Chapel Hill, N. C.

Federal Caustic Poison Regulations

Service and Regulatory Announcements, Caustic Poison No. 2, issued by the Food, Drug and Insecticide Administrator of the U. S. Department of Agriculture, furnishes a list of acceptable antidotes for dangerous caustic or corrosive substances covered by the Federal Caustic Poison Act, together with the provisions of the act and the regulations issued thereunder with respect to the procedure for the correct labeling of the twelve substances named in the Act. Every retail druggist should be guided by the requirements of this new law, as set forth in the regulations which follow.

INTRODUCTION

The Federal caustic poison act (Sec. 2 (a)) names 12 materials which are classified as dangerous caustics or corrosive substances.

The law defines "misbranded parcel, package, or container" (sec. 2 (b)) as a retail parcel, package, or container of any dangerous caustic or corrosive substance not bearing a conspicuous, easily legible label or sticker, containing the information called for by the act. The required information includes "directions for treatment in case of accidental personal injury by any dangerous caustic or corrosive substance, except that such directions need not appear on labels or stickers, on parcels, packages, or containers at the time of shipment or of delivery for shipment by manufacturers and wholesalers for other than household use." (Sec. 2 (b) (4).)

The regulations promulgated by the Secretary of Agriculture for the enforcement of the act, provide, in part, that—

(f) Except as provided in paragraph (g) of this regulation, the container shall in all cases bear upon the label or sticker thereof, immediately following the word "Poison," directions for treatment in the case of internal personal injury; in addition, if the substance may cause external injury, directions for appropriate treatment shall be given. The directions shall prescribe such treatments for personal injury as are sanctioned by competent medical authority, and the materials called for by such directions shall be, whenever practicable, such as are usually available in the household.

(g) Manufacturers and wholesalers only, at the time of shipment or delivery for shipment, are exempted from placing directions for treatment on the label or sticker of any container for other than household use, but in any event the information required by section 2 (b), (1), (2), and (3) of the act and these regulations shall be given.

(h) A person who receives from a manufacturer or wholesaler any container which under the conditions set forth in section 2(b) (4) of this act and regulations (g) does not bear at the time of shipment directions for treatment in the case of personal injury must place such directions on the label or sticker if he offers such container for general sale or exchange.

ANTIDOTES

For the benefit and guidance of those interested, there are published herein internal and external antidotes which, in the light of present information, are regarded as acceptable treatments in the case of accidental injury by the dangerous caustic and corrosive substances covered by the Federal caustic poison act. These antidotes have received the approval of competent medical authorities.

1. Hydrochloric Acid

External.—Wipe off the acid gently, immediately flood surface with water, using soap freely, then cover with moist magnesia or baking soda.

Internal.—Drink a teaspoonful or more of magnesia, chalk, whiting, or wall plaster, or small pieces of soap softened with water, in milk, mucilage, or raw-egg white.

Call physician.

2. Sulphuric Acid

External.—Wipe off the acid gently, immediately flood the surface with water, using soap freely, then cover with moist magnesia or baking soda.

Internal.—Drink a teaspoonful or more of magnesia, chalk, whiting, or wall plaster, or small pieces of soap softened with water, in milk, mucilage, or raw-egg white.

Call physician.

3. Nitric Acid

External.—Wipe off the acid gently, immediately flood the surface with water, using soap freely, then cover with moist magnesia or baking soda..

Internal.—Drink a teaspoonful or more of magnesia, chalk, whiting, or wall plaster, or small pieces of soap softened with water, in milk, mucilage, or raw-egg white.

Call physician.

4. Carbolic Acid

External.—Flood with water and bathe with dilute alcohol or whiskey, or a bland oil (olive, cottonseed, linseed).

Internal.—Give milk, raw-egg white, mucilage, gruel, or cornstarch paste, and follow with an emetic (Tablespoonful of mustard in a tumbler of warm water).

Call physician.

5. Oxalic Acid

External.—Wash with water.

Internal.—Give magnesia, chalk, or whiting suspended in much water. Follow with emetic (tablespoonful of mustard in a tumbler of warm water).

Call physician.

6. Salt of Oxalic Acid

Internal.—Give magnesia, chalk, or whiting suspended in much water. Follow with emetic (tablespoonful of mustard in a tumbler of warm water).

Call physician.

7. Acetic Acid

External.—Wash with water.

Internal.—Give magnesia, chalk, or whiting, in water.

Call physician.

8. Hypochlorous Acid.

External.—Wash with water.

Internal—Drink mucilage, raw-egg white, milk, or rice gruel. Follow with emetic (tablespoonful of mustard in a tumbler of warm water).

Call physician.

9. Sodium Hydroxide

External.—Flood with water, then wash with vinegar.

Internal.—Give vinegar, or juice of lemon, grapefruit, or orange, copiously. Follow with olive oil.

Eyes.—Wash out with 5 per cent boric acid solution.

Call physician.

10. Potassium Hydroxide

External.—Flood with water, then wash with vinegar.

Internal.—Give vinegar, or juice of lemon, grapefruit, or orange, copiously. Follow with olive oil.

Eyes.—Wash out with 5 per cent boric-acid solution.

Call physician.

11. Ammonium Hydroxide

External.—Flood with water, then wash with vinegar.

Internal.—Give vinegar, or juice of lemon, grapefruit, or orange, copiously. Follow with olive oil.

Eyes.—Wash out with 5 per cent boric-acid solution.

Call physician.

12. Silver Nitrate

External.—Wash with water, then salt solution.

Internal.—Give copious drafts of table salt in water, followed by an emetic (tablespoonful of mustard in a tumbler of warm water). Then administer a dose of magnesium sulphate (Epson salts) and follow with milk, raw egg, or boiled starch.

Call physician.

Retail Druggists Partially Exempted

Retail druggists are exempted from the provisions of the Federal Caustic Poison Act, with the exception of Section 6, where they hold a guaranty as set forth in paragraph 1 of Regulation 4 (a) and paragraph 2 of Regulation 4 (a). If, however, they offer for sale or exchange, or hold for sale or exchange, or sell for household use the poison, the package of which bears no directions for treatment and which they received for other than household use, they violate the act if they do not place on each package the proper directions for treatment in case of personal injury. This is because under paragraph of Regulation 4 (a) a retailer is given a guaranty by the manufacturer or wholesaler as to caustic poison for other than household use and he has diverted the purpose of the manufacturer or wholesaler from whom he received the same.

Alcohol Permits Must Be Renewed

Every permittee under the National Prohibition Law must renew his permit to use nonbeverage alcohol if he desires to handle alcohol during the calendar year 1929. Application for this privilege must be filed with the Federal Prohibition Administrator, Richmond, Virginia, before August 31, this month. Form 1404 must be used in making application for renewal of permit to use nonbeverage alcohol, and form 1479 must be used in making application for permit to use denatured alcohol. Supplementa Form 1404 must be used by permittees to list all alcoholic preparations made by them which are not official. Any alcoholic preparations not made in accordance with the U. S. P., N. F., or American Institute of Homeopathy standards, must be listed in the application for renewal of nonbeverage alcohol (H) permits, as well as "I" permits.

Exempt Preparations—Records

Article 107, Regulations 5, provides that "Every manufacturer, producer, compounder, or vendor (including dispensing physicians), of exempt preparations must keep a *record of all sales*, exchanges, gifts, or other dispositions, the entry to be made at the time of delivery. This record must show the name, address, the registry number of the dealer to whom the preparation or remedy is sold, exchanged, or given, the name and quantity of the preparation or remedy, and the date upon which delivery to the purchaser or his agent or the carrier is made. A separate record must also be kept of disposals to persons other than dealers, *including sales pursuant to prescriptions* bearing the name of the person to whom the preparation or remedy is sold, exchanged, or given, made at the time of delivery, his address, the name and quantity of the preparation or remedy, and the date of delivery."

The law governing the handling of exempt preparations, paregoric, etc., is being rigidly enforced by the Department. Inspectors have found within the last few weeks many retail druggist dealers who have not been keeping accurate records of sales of these preparations, and, in consequence, these dealers have been forced to submit offers in compromise in settlement of the irregularity, rather than be subjected to the publicity, expense, and trouble of defending charges in the courts for violating the narcotic laws. The penalties for such irregularities are severe, and dealers should comply strictly with the provisions of the law, otherwise they will have to pay for their negligence.

Traveling Men Help Us Again

At the Morehead City meeting of the Association the Traveling Men's Auxiliary passed a resolution that each and every member of the organization would informally serve as a reporter for the JOURNAL and would forward to Chapel Hill every item of news that came to his attention. Now isn't that a fine thing? If every druggist in North Carolina would make a similar resolution and help us too the JOURNAL would be the kind that we have been striving to make it—a publication that would contain news about the pharmacists and traveling men in every section of the State. We wish to take this opportunity to thank the T. M. A. for its loyal support and to thank the members for their splendid co-operation.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Piedmont Topics

JOHN K. CIVIL, *Reporter*

The Tryon Drug Co., No. 2, is the newest drug store for Charlotte. This pharmacy has been opened in the Myers Park section of the city and will be operated by the Tryon Drug Co. under the management of MR. LEWIS HOLMES.

MR. and MRS. RALPH HOLMES, of Charlotte, announce the birth of their son, Ralph, Jr., on June 21. The father of the young man is the popular representative of Burwell and Dunn, of Charlotte.

The Moose Drug Co., of Mount Pleasant, was completely wrecked by fire on the night of July 2. The conflagration destroyed a greater part of the business section of the town at a loss estimated at $100,000. The proprietor, MR. HOY A. MOOSE, writes that the firm has re-opened for business in a store diagonally across the street from the former location. He also stated that by eight o'clock of the morning following the fire he was in Charlotte, accompanied by MR. ZEB. M. MOORE, of the Scott Drug Co., making arrangements for a new stock of goods with Mr. Moore's firm and that by twelve o'clock of the same day he had the first load of goods in Mt. Pleasant! How's that for quick work?

The Depot Drug Store, of Asheville, recently moved into new quarters a few doors from the old stand with a new set of fixtures and fountain.

The many friends of MR. GEO. WILSON, of East Belmont, will be glad to learn he is regaining his health and is expected to be back at his store, the East Belmont Drug Co., by Sept. 15.

MR. D. CLYDE LISK, of Charlotte, had a very painful fall shortly after his return from the Morehead City meeting and was confined to his bed for several days.

MR. J. W. WILLIAMSON, formerly with Grantham Bros., of St. Pauls, is now with the Mooresville Drug Co., of Mooresville.

What is believed to be the largest newspaper advertisement ever published by a retail drug store in North Carolina recently appeared as an eight-page edition of the *Asheville Citizen*. It was carried by Smith's Drug Store, of Asheville.

MR. GARLAND M. COX, who has been with Eckerd's Cut Rate Drug Store, of High Point, is now prescriptionist for the Rowan Drug Co., of Spencer. MR. T. M. STANBACK, of the Rowan Drug Co., has given up active interest in his store in order to devote his entire time to the manufacture of his headache powder.

MR. AND MRS. M. J. LEIMKUHLER, of Charlotte, announce the birth of their son, Martin Henry, on June 17. Mr. Leimkuhler, Sr., the popular representative of E. B. Read and Son Co., is receiving the congratulations of his many friends.

MR. RALPH (ALEX.) ALEXANDER, for years the popular representative of the Armand Co. in the Carolinas, is now representing the Russell McPhail Co., candy makers of Jacksonville, Fla. He will continue to make his headquarters in Marion. Mr. Alexander has been very successful for the past eight years keeping the girls better looking and he is now out to make them sweeter!

MR. P. C. CALDWELL, who recently operated a drug store in South Gastonia, has disposed of the pharmacy and is now with the People's Drug Store, of Gastonia.

The many friends of MR. J. R. RIGBY, of Spartanburg, S. C., will be glad to learn he was recently elected president of the South Carolina Pharmaceutical Association at the recent meeting in Charleston. MR. FRANK M. SMITH was re-elected secre-

tary-treasurer for his twenty-eighth term. The 1928 meeting was a big success and well attended. It was featured with addresses by MESSRS. JERRY McQUADE, editor of *Drug Topics* and J. A. GOODE, of Asheville. The 1929 convention will be held in Columbia with MR. CARL GIBSON as Local Secretary.

The Asheville daily papers came out recently with an article telling of the sale of fifteen drug stores to a drug syndicate, but the next day the local druggists corrected the statement. There was no truth in it.

All Around North Carolina

M. J. LEIMKUHLER, *Reporter*

MR. JOHN YOUNG, of Wilmington, is prescriptionist for the Economy Drug Store, formerly Randall's Pharmacy, of High Point.

The Liberty Drug Co., of Winston-Salem, opened for business about July 1st. It is located at 2500 N. Liberty St. and is owned by MR. W. M. TAYLOR, proprietor of several other drug stores in the Twin City.

The Dixon Drug Co., of Greensboro, has moved into new quarters and the name of the pharmacy has been changed to the Lee St. Drug Co. MR. JUDSON BOAZ is in charge of the prescription department.

MR. J. A. GUITON, formerly manager of the Wiggins Drug Store, of Whiteville, will open Guiton's Drug Store in the same town about August 15.

MR. H. N. GUION, of Marshville, has just returned from a delightful six weeks trip to the Pacific coast.

MR. C. L. COX, of Belmont, has returned to the profession of pharmacy and has opened the Cox Drug Co. in North Belmont. For the past ten years he has been in the lumber business in Belmont.

MR. L. I. GRANTHAM, of St. Pauls enjoyed a fishing trip of several days on the coast during the month of July. He reports a wonderful catch and a most delightful vacation.

Hundreds of friends of MR. H. R. HORNE, of Fayetteville, sent him their sincere congratulations on his eighty-ninth birthday on July 7.

MR. S. RUFFIN HORNE, of Fayetteville, has been confined to the hospital for the past four weeks suffering with arthritis. We are delighted to report that he is on the road to recovery and expects to be out within the next week.

MR. and MRS. JOHN K. CIVIL, of Charlotte, and their four children, are spending two weeks at Wrightsville Beach.

MR. and MRS. C. F. GAMBLE and family, of North Charlotte are leaving in a few days for a vacation at Wrightsville Beach.

Eastern Carolina News

F. L. BUNDY, *Reporter*

MR. B. H. BROWNING, of Littleton, has accepted a position as prescriptionist for Galloway's Drug Store, No. 2, of Raleigh.

MR. G. W. DILL, JR., of Morehead City, is now with the Sir Walter Drug Store, No. 1, of Raleigh.

MR. S. M. WRENN, of Garner, is prescriptionist for the Walker Drug Store, of Norlina, for the summer months. Mr. Wrenn has just completed the junior year in medicine at the Medical College of South Carolina in Charleston. His many friends are hoping tht he will decide to locate permanently in North Carolina when he becomes a doctor. He is a pharmacy graduate of the University and was formerly a student at Davidson College.

General News Items

MR. B. N. AUSTIN, who graduated from the State University last June, is now with the Mann Drug Co., of High Point. His address is 221 Steele St.

The JOURNAL offices were delighted to receive visits from MESSRS. S. L. HUBBARD, of Reidsville, popular representative of the Norris Co., J. W. Harrell, Jr., who recently accepted a position as salesman in this section for E. R. Squibb and Sons, and C. D. Bradham, of New Bern.

The Summers Drug Co., of Kings Mountain, has been incorporated to do general retail drug business with authorized capital stock $20,000 and $10,000 subscribed stock by MESSRS. W. R. SUMMERS, B. M.

SUMMERS and C. M. MAUNEY, of Kings Mountain.

Announcement was made at the Morehead City meeting by SECRETARY HANCOCK of the Board of Pharmacy that MR. J. M. HALL, JR., of Wilmington, had made the highest general average on the State Board examinations during the year 1927 and had, therefore, been awarded the Beal Membership Prize. His general average was 92 per cent. Mr. Hall is the son of MR. J. M. HALL, SR., well known pharmacist of Wilmington, and is associated with his father in the drug business. He graduated from the State University School of Pharmacy in 1925.

MR. JOHN C. HOOD, of Kinston, has been elected a director of the local Rotary Club.

We regret that MR. R. C. HARVILLE, of Thomasville, was unable to attend the annual convention on account of an illness following a minor operation.

MR. R. S. KNIGHT, of Columbia, has returned to his old home and is now one of the proprietors of the Swain and Knight Drug Co., in Columbia.

MR. B. W. WALKER, of Rocky Mount, is the new all-time inspector of the Board of Pharmacy. Mr. Walker assumed his new duties on July 1st.

MR. A. V. BAUCOM, popular Apex druggist, will be one of the Democratic candidates for the General Assembly from Wake County on the Democratic ticket. With Mr. Baucom in the Legislature we are confident that the interests of druggists will be well taken care of.

The JOURNAL takes pleasure in welcoming the following new members into the State Association: Messrs. K. V. FRANKLIN, of Gattis' Drug Store, Raleigh; R. C. WALTON, of Walton's Pharmacy, Raleigh; P. B. HENLEY, of Henley's Drug Store, Fayetteville; E. H. WOOD, of the Wood Drug Co., New Bern; and A. S. MARROW, of the Morehead City Drug Co., Morehead City.

A lease has been secured in Raleigh by the Sanderford Cut Rate Drug Co. on the store building located at Fayetteville and Hargett streets. The firm has been incorporated to deal in drugs of all kinds with authorized capital stock $100,000; subscribed stock, $300 by DEWEY D. SANDERFORD, WILL H. WYNNE and RALPH W. CHAMPION, of Raleigh. Fixtures for the store have been ordered from the Morrison Mfg. Co., of Statesville.

Marriages

Miss Margaret Sparger, of Mount Airy, and MR. HOBART WM. RICHARDSON, of Greensboro, announce their marriage at the West Market St. Methodist church, of Greensboro, on the afternoon of June 29. Mr. Richardson is connected with the Liggett Drug Co. in Greensboro. After a brief wedding trip the young couple are making their home at 218 N. Spring street in the Gate City.

MR. and MRS. M. L. SHORE, of Raleigh, announce the marriage of their daughter, Evelyn, to Mr. John Ralph Lane, on July 4. The father of the young lady is the proprietor of Shore's Drug Store in the Capital City.

Births

MR. and MRS. ROGER A. McDUFFIE, of Greensboro, announce the birth of a son, Roger A. McDuffie, Jr., on June 5. "Roger" McDuffie, Sr., is known to hundreds of druggists throughout the State, not only as an A No. 1 pharmacist, but as one of the most popular students who ever registered in the School of Pharmacy at the University.

MR. and MRS. E. V. KYSER, of Chapel Hill, announce the birth of a daughter, Martha Ann, on June 15. Little Miss Kyser has many drug connections in the State. Her father is a registered pharmacist and is now a member of the Pharmacy Faculty at the University; both of her paternal grandparents are druggists, her mother was the daughter of a pharmacist and three of Miss Kyser's uncles received pharmacy licenses. DEAN E. V. HOWELL is her great uncle!

Deaths

It is with deep regret that the JOURNAL announces the death of MR. JESSE CARTER, SR., veteran pharmacist of Aberdeen, who died at his home on June 15. He was 80 years old and had been actively engaged

in the drug business for many years. He received his license in 1881. He was born in Madison but moved to Aberdeen many years ago and had been identified with the best interests of the section in a religious, business and social way. He had been in failing health for many months, death being caused from heart failure.

The Chain Store

(Continued from Page 298)

would be foolish to say that under this situation that our people and our government are not strong enough to meet the demands. It would be very foolish to make THIS a war between the retailer and the chain store. It is a contest in which practically every factor of our civilization is on one side and the chain store is on the other. When the time comes to make the appeal directly to the people, and that is not far off, there can be no question of their decision. They are not going to rally to the retail merchant, but they are going to rally to their own rights and their own welfare.

I come to you today as a fellow-druggist from a neighboring state, and as a member of the Executive Committee of the National Association of Retail Druggists. It is my purpose to acquaint you as best I can with the problem as it AFFECTS US and in the hope that you may think seriously over its HANDICAP to the druggist of tomorrow; that you will discuss it with your neighbor, the groceryman, the hardware man, and others who are likewise affected. That all of you in turn will discuss it with your Congressman and your patrons to the end that we may educate the citizens of our states to the necessity of direct action.

The young man of the future will have no opportunity for the development of this INDIVIDUAL initiative unless we start to give him aid now. The very thing that has made this country great has been the freedom and encouragement of individual initiative.

Our forefathers fought, bled and died for our liberty of person and initiative. I cannot believe that we will sit idly by and see the great stars and stripes of our National Flag wave over a trust ridden and a trust domination of our American spirit and liberty. An unknown poet has summed up my idea of our duty in the following poem:

"An old man, traveling a lone highway,
Came in the evening, cold and gray
To a chasm deep and wide,
Through which was flowing a sullen tide.
The old man crossed in the twilight dim.
For the sullen stream held no fears for him:
But he turned as he reached the other side,
And built a bridge to span the tide.
'Old Man,' cried a fellow pilgrim near,
'You are wasting your strength in building here
Your journey will end with the closing day;
And you never again will pass this way;
You have crossed the chasm, deep and wide,
Why build you a bridge at eventide?'
And the builder raised his old gray head:
'Good friend, on the path I have come,' he said,
'There followeth after me today
A youth whose feet must pass this way.
This stream, which has been as naught to me,
To that fairhaired boy may a pitfall be;
He, too must cross in the twilight dim;
Good friend, I am building this bridge for him!'

AHRENS BROTHERS

Wholesale Druggists

Wilmington, N. C.

Importers and Jobbers of Druggists' Sundries and Fancy Goods. Long Distance Connections

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